TRADE AND INDUSTRY

14 December 1972 Volume 9 No 11 10p

Europe for small firms—the first impact

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BRITAIN AND THE EEC—21

Europe for small firms: The first impact

by Small Firms Division, Department of Trade and Industry

This article has been written by DTI's Small Firms Division (SFD) to give small manufacturers, shopkeepers, wholesalers, builders, quarry and mine owners, motor traders, transport firms, caterers, hotel and boarding house proprietors and other busy small firms a brief run-down on the changes which will be particularly important for them after January 1, 1973. It is not meant to be a legal guide nor does it try to assess the overall effect upon any group. If you want more details on any particular point you should consult the index in *Europe—A Check List* (free from PO Box 686, London SW20 8TB) to find the address and telephone number of the appropriate expert: DTI's EEC/EFTA Information Unit will be glad to help if you get lost (ring 01-222 7877, extensions 2377, 2479, 2480 or 3579). SFD will also help on specific, 'small firms' points (ring 01-834 4422, extension 98) and will send copies of this article on request. DTI are considering a new guide to Community Law written with the needs of small firms especially in mind.

WE have looked at the legal changes which will occur within the next year or so; had discussions with the Department in the European Commission which looks after small firms; and asked many small firms in various parts of the UK, and organisations representing them, what problems they expect.

General picture

Most of our 1¼ million small firms will find the legal, fiscal and financial framework of business and their day-to-day conditions of trade little changed. The others will have to learn some new procedures and cope with some different documentation. The main burden and the biggest opportunities will, of course, be for importers and exporters, who are already familiar with many of the principles and problems as a result of EFTA.

Significant early changes

Customs duties

Import duties charged by Britain and other member countries on each others industrial goods will disappear in five equal stages between April 1, 1973 and July 1, 1977. Beginning on January 1, 1974 we shall progressively adopt the Community's duties on the goods of non-members (the Common Customs Tariff—CCT). The general level is about the same as ours but there will be many detailed changes including alterations in our tariff structure, which will have to accommodate new preferences; a new arrangement of sub-items; and, in some cases, duties based on what the goods are used for rather than on their own characteristics.

Quantitative restrictions (Quotas)

Quotas applying to goods from non-member countries will follow the Community's common commercial policy.

Tariff quotas

We shall adopt the EEC's system of tariff quotas, which allow limited amounts of some goods to come in at lower rates of duty.

Reliefs from duty

Reliefs associated with exports will line up with the Community's by the end of 1974; drawback will be replaced by a system of remissions. Other reliefs from import duty have not been harmonised inside the Community to any great extent.

Transit procedures and intra-Community duties

UK firms will need to follow Community procedures for sending goods across frontiers within EEC and for claiming the benefit of the reduced intra-Community customs duties. New export documents (T1, T2, T3, etc.) will apply.

Valuation procedures: trade with preferential countries

Some minor changes will be made in Customs valuation procedures. 'Movement Certificates' (similar to the present EFTA origin certificates) will be needed for exports to countries having preferential trading relationships with the enlarged Community.

Common Agricultural Policy

We shall be adopting the EEC system of levies and refunds on imports of foodstuffs from, and exports to, non-member countries from February 1, 1973. Trade in some non-industrial goods with non-member countries will require licences; and monetary securities will be needed to guarantee fulfilment of transactions.

Drivers' hours

The EEC rules for lorry drivers' conditions of work will in time affect all operators of goods vehicles over 3½ metric tons. Normally the maximum daily driving period will be 8 hours on both national and international journeys within the Community, and to and from third countries; the weekly driving limit 48 hours; and drivers of articulated vehicles exceeding 20 metric tons may not drive more than 450 km (about 280 miles) in a day. The minimum age and qualifications of drivers are laid down. Compliance will be obligatory for international journeys from April 1, 1973 but not until January 1976 for journeys entirely within the UK.

Tachographs

Tachographs must be put in most existing road transport vehicles over 3½ metric tons by January 1, 1978 and in new vehicles, and those used for dangerous substances, by January 1, 1976. The rules for drivers' record keeping are easier when tachographs are used.

Freight rates

International hauliers may be affected by the Community rules on freight rates.

Technical and quality standards

The Community wants to establish mandatory technical standards for all sectors in which regulations now exist in member countries and to achieve mutual recognition of approvals given in the country where goods are made. UK firms will need to meet the rules already agreed (labelling of crystal glass and textiles; labelling and packaging of dangerous substances; safety of, and pollution by, motor vehicles; characteristics of some measuring instruments and some foods). Directives in preparation include vehicle and tractor safety; more measuring instruments; electrical equipment; solvents; prescribed quantities; radio electrical interference; and cables, chains and hooks. The present directives are either 'total' (you must meet the Community standards before you can market a product anywhere inside EEC) or 'optional' (compliance with Community prescriptions guarantees entry into the entire market but is not mandatory on individual member countries). At present, except for those relating to labelling and packaging, most are optional. Some now being considered follow a third principle ('reference to standards') under which basic safety objectives are listed which can be met either by following standards common throughout the Community or by other methods.

Company law

Some minor changes have been made to our company law by the European Community Act 1972, the main one affecting small firms being the inclusion in letterheads of the place of registration, the registration number and the address of the registered office.

Other changes

Alterations concerned with movement of labour, social policies and freedom of establishment are unlikely to have any noticeable direct effect on small firms.

The longer term

SFD are watching developments to ensure that the interests of British small firms are given due consideration. We are paying special attention to the harmonisation of taxes (our VAT system conforms); the elimination of non-tariff barriers; competition policy; company law; and statistical requirements.

The Community itself, and all the member states, have acknowledged the need to look after small firms (although none has examined their problems as exhaustively as the Bolton Committee did). Schemes at present being considered in Brussels are 'Groupements D'Interêt Economique' (a flexible legal form of company to facilitate co-operation between and among small and medium firms); a Business Liaison Office (an information point to bring firms together for co-operative ventures); and various ways of giving small firms better opportunities to benefit from the enlarged market, such as sub-contracting exchanges, a common code of sub-contracting, joint development contracts and joint efforts at trade fairs and exhibitions.

Prospects: sources and information

We hope that this short analysis will help you to prepare to take advantage of the opportunities and challenges which EEC presents (if you have not already done so). Of course, if you are giving an essentially local service you will probably find no immediate change in your circumstances but you will want to be alert to changes in customer requirements in tastes and fashions which may come from the freer trading environment. Sub-contractors and suppliers to larger firms will need to keep in touch with them to see how their strategies are changing, and be prepared for extra work and new specifications. Small specialist firms will certainly want to have a look at prospects for direct sales to Europe; to consider whether to launch out on their own or find a good export house (of which there are many); or whether to go for a European partner.

There is no reason to think that the small firms in a country which sold £9,200 million of goods abroad in 1971 in a competitive world have anything to fear from a spectacular increase in free trade in industrial items. In Europe in the last 15 years good small firms have done as well as, and often better than, bigger ones. There is plenty of information available and we have been immensely impressed by the special efforts being made by hard-pressed officials and voluntary workers in national and local organisations on behalf of smaller members. HMG is geared up to help and the Europe Check List (see the note above) will assist you to find the right contact on any particular point.

'No one should underestimate the challenge of Europe'

—Mr. Tom Boardman

'THE European Community we are joining is not in the nature of a club for which all the rules have already been drawn up and our only task is to learn and respect them,' Mr. Tom Boardman, Minister for Industry told the Leicester Chamber of Commerce on December 7. Speaking at the annual luncheon of the Chamber, he said: 'the Community is above all a living and changing—and still very much a developing—entity.

'We in Britain will—and must—play a full and effective part in the future process of Community development.

'This process is of concern not only to the Governments of Member States—all sections of society have a contribution to make. British industrial and commercial interests must be fully alive to the ways in which they can influence Community policies not only through Government channels but also directly with the Community Institutions—usually through Community-wide bodies representing their particular interests.

'As to the practical effects of entry, for many firms there will be important opportunities for securing economies of scale and a wider and more assured base for their operations.

'There will also be advantages for smaller firms. Faster economic growth—which we are confident entry into the Community will bring for us in Britain—will benefit all. All the EEC countries have thriving small firm sectors—bigger relatively than our own.

'They have shared in the economic growth and general prosperity that has characterised the EEC. They have found—as our small firms should find—greater new opportunities for profitable specialisation and greater rewards for innovation.

'No doubt there will be some special problems for many small firms as a result of entry. DTI's Small Firms Division has been specially studying what entry will mean for small firms. They have paid particular attention to the problems firms may have in familiarising themselves with Community legislation but have concluded that generally there should not be major problems; information and guidance is being given where necessary. The Division is also involved in considering proposals for promoting cross frontier contacts, co-operation and collaboration among small firms.

'But we cannot rest safely on our backsides and expect the benefits of entry will be showered upon us by a benevolent Community.

'We are not in for an easy ride. Our entry into the Community will not of itself solve our domestic problems. On the contrary it will tend to point up our deficiencies wherever they exist—in management, in labour relations, in productivity and so on.

'Within the Community there will certainly be new opportunity —but also challenges. Let no one underestimate them.'

European partnership in aerospace urged

—Mr. Michael Heseltine

THE establishment of a European Space Organisation and of an integrated European aerospace industry were urged by Mr. Michael Heseltine, Minister for Aerospace and Shipping, when he addressed the Assembly of the Western European Union in Paris on December 7. After speaking of the expenditure on space research and hardware by member countries of the WEU, Mr. Heseltine pointed out that as Europeans some £200 million is spent in civil space endeavour.

'But does anyone in Europe believe that this massive annual expenditure has been deployed in the most co-ordinated and productive manner?' he asked. 'Does our industrial capability reflect expenditure of that order? Have we either a decision making process or a managerial framework appropriate to such a massive commitment of our European resources?

'I must say that I do not believe that there is any doubt as to the answer that my questions demand.'

Mr. Heseltine said: 'For this reason my Government has authorised me to ask my European colleagues if it would not make sense to establish one European Space Organisation designed to be equipped with a managerial framework which will leave it free to carry out the tasks that it is set by the politicians of our countries acting together, and then to agree over a period to phase our individual national programmes into this central organisation.'

Mr. Heseltine put forward two arguments. 'First, if we get the management right the overlapping use of resources would be eliminated and industrial capability concentrated in such a way as to create both efficiency and a reasonable scale of operations.

'Second, because we would act with a common purpose I believe that it would give to our industry and thus to our people the opportunity to create partnerships between Europe and other parts of the world—principally today the United States—which would be based on a more realistic balance of power when one compares the resources of our continents to anything that we could negotiate today in our wholly fragmented position.'

'But let me say what should not be read into my speech. I am talking about the rationalising of existing budgets. I am not advocating increased expenditure—indeed from Britain's point of view I am specifically precluding it. It is the existing annual ongoing expenditure that I wish to see better used.

'For my part I look forward to the forthcoming Space Conference in Brussels on December 20 where these ideas will be pursued further.

The airframe, aero-engine and aviation industries

Mr. Heseltine then spoke of the fields of aircraft and aero engine manufacture and airline operation. 'As you listen to me,' he said, 'you will know that you listen to a British Minister, proud of his country's achievements, confident of its ability to continue to take its full share of the world market in aviation products, conscious that nearly 215,000 men and women look to him as the sponsor of their jobs and above all a Minister whose first loyalty must be and in my case always will be to his own national interest until and unless a common understanding of a greater cause is created. A Minister in a sentence who sees his problems exactly as every other Minister in Europe.'

Mr. Heseltine spoke of the United Kingdom airframe industry's equal partnership in Concorde—of recent orders for the Trident which would involve production until 1975 and other notable achievements of the British aerospace industry. 'You would not believe me,' he said, 'if I did not tell you that I am proud to represent this industry and you would believe me even less if I told you that until a new sense of coherence is brought to our European affairs it is my job to fight with all my ingenuity and energy for the industry I represent. It is unthinkable that the British Government would be prepared to see the future of so important a part of our defence employment and export earning capability put at risk.

'And any Government in Europe believes the same. Mr. Heseltine then pointed out that world markets outside the Soviet bloc for civil aviation products in the early 1980s would be £4,000 million a year. The share of that market that would arise in Western Europe would be approximately one-third. 'Can anyone believe that the European manufacturing industry will reap its rightful benefits of this enormous buying power unless our procurement policies are aligned and unless we avoid the present wasteful duplication,' he asked.

'Let me be frank. I think I know what the reaction to such a statement is likely to be in many of the boardrooms across Europe. The reaction will be to say "My firm is doing very nicely with the work it has in hand; it has a number of first class projects waiting to be unveiled; and we can defeat the competition from elsewhere in Europe". In short—"we have no need to come together because we are strong enough on our own".

'Equally, governments might react in much the same way. I must confess that from time to time I fall into the same trap myself because there is a great temptation to say that the technology of one's own country is more advanced and comprehensive than that of its competitors. It is very easy to answer the compelling argument that individual nations can no longer have self sufficient aerospace industries by saying that others may suffer but *my* country is in a strong position and has nothing to fear. We *all* think that we have the sharpest and most intelligent minds in the business and that we can hold our own in the world.

'The plain truth, however, is that we are all more or less equal and we cannot afford to survive on our own. The cost of launching and producing modern aircraft and the need for long production runs means that (1) massive financial resources and (2) massive markets have to be available. Only by combining our technical, managerial and above all financial resources will we be able to meet our own requirements and compete successfully in the rest of the world.

'Let us just talk about money. To develop Concorde will cost Britain and France £970 million.

'To develop the RB211 has cost £235 million.

'To develop a 200-seater aircraft that is regarded as a likely European requirement for the end of this decade will cost £225 million. And incidentally there are four European groups each believing that they have the right solution—providing the taxpayer pays—to that requirement.

'Are each of our governments to go on supporting our own national capabilities or do we now understand the logic that development costs of the sort I have mentioned stand in our path.'

Mr. Heseltine anticipated that sceptics, would believe that he was talking about the distant future or that difficulties had always been overcome or ignored. 'I must confess that I am most unsympathetic towards those complacent attitudes because I feel strongly that a realistic look at future opportunities—and future competition from outside Europe—shows very clearly that time is running out. And if we are not very careful we shall compound the situation by repeating the mistakes we have made before. Unless and until there is firm agreement to unite, individual European Governments and companies will have no alternative but to look at each project as it comes forward from the point of view of its national interests only—and who can blame them.

'To solve the problem requires something more than we have at present. Collaboration on an ad hoc basis for individual projects is

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the superficial—and partial—answer. But this will not be sufficient for the future because there are simply not enough opportunities for everyone to be satisfied. Collaboration is fine for those fortunate enough to be involved but it is inevitable that someone will be left out in the cold. And for each new project we have to start again no further forward than we were before—each time someone is a loser.

Combining the European effort

Mr. Heseltine acknowledged that combining the European effort might mean slimming down of the industry but warned that we would have to choose between a situation where there was some retrenchment, and one where (if each tried to go it alone) all our industries would suffer very much more.

Mr. Heseltine continued: 'The pessimistic would say that it is unrealistic to expect to be able to achieve anything more far-reaching than *ad hoc* arrangements. They would say that at present the legal and fiscal barriers to mergers are too great. There are difficulties at the moment—but we are working for a solution. And the difficulties have not prevented some moves towards closer association being achieved.

'The pessimistic would also claim that international groupings are bound to suffer from unwieldy management and duplication of staff and facilities. I am not sure what the evidence is for this assertion. And the record of collaboration in aerospace—elementary as it is—clearly shows that national frontiers need not be barriers to efficient operation. There are certain obstacles to be faced when running international companies but these are by no means unsurmountable.

'The pessimists would say that even if we convinced all those involved that we should aim for an integrated industry we would never be able to achieve this aim because no country would be prepared to sacrifice its own interest for the sake of the health of the European industry. I would be the first to admit that integration will be a painful process, fraught with considerable political difficulty. Certainly we will only be able to move forward if we can show that the inevitable sacrifices are being shared equally among the partners. There will be some people who will react by saying that they are not prepared to see a takeover of their national industry. But I am not talking in terms of takeovers and of dominating countries but in terms of meaningful European partnership. Sooner or later we shall have to choose. For my part I am prepared to follow the road to partnership and a vigorous and competitive European industry.'

Community agreements with Mediterranean countries

THIS is an interim notice to traders interested in the Agreements which the EEC has with a number of Mediterranean countries. The detailed application to the UK of these Agreements has yet to be finally determined.

Situation in 1973

Information about these Agreements and the consequences of UK accession were given in *Trade and Industry* on May 25, 1972 (p. 333). Since then negotiations for Agreements between the existing Community and Cyprus, Egypt and the Lebanon have been virtually completed (see below for details). An Agreement with Algeria will not now be negotiated before UK accession.

In no case has an enlargement Protocol to an existing or nearly completed Agreement been concluded. However, the Council of Ministers has now authorised the Commission to negotiate Protocols to the **Spain** and **Israel** Agreements which would in effect maintain a status quo on the provisions in the Agreements relating to tariffs, quantitative restrictions and the related origin rules until December 31, 1973 or such time as an enlargement Protocol is concluded, whichever is the sooner.

Enlargement Protocols to the **Greece** and **Turkey** Agreements are expected to be concluded early in 1973 and to enter into force shortly thereafter. Full details of the transitional arrangements embodied in the Protocols will be given in *Trade and Industry* when negotiations have been concluded.

If negotiations for enlargement Protocols to the **Morocco** and **Tunisia** Agreements are not concluded, it is expected that Protocols on the Spain/Israel model above will be concluded. As far as **Malta** is concerned, the existing preferential regimes will continue to apply in 1973; if an enlargement Protocol is concluded, the benefits of the EEC/Malta Agreement will also become available subject to the transitional arrangements embodied in the Protocol. It is expected that an enlargement Protocol to the **Cyprus** Agreement making the benefit of this Agreement available, subject to transitional arrangements, in addition to the existing preferential regimes will be concluded in time to enter into force early in 1973. The **Egypt** and **Lebanon** Agreements are not expected to come into force in the Community until such time as enlargement Protocols have been concluded.

New Agreements

Egypt and Lebanon. Under these Agreements the Community will reduce the CET on most industrial goods by 45 per cent from the entry into force of the Agreement and by 55 per cent on January 1, 1974, and give tariff concessions on a limited number of agricultural products. In return Egypt and Lebanon will give preferences of 30 per cent (eventually increasing on some items to 50 per cent by Egypt and 70 per cent by Lebanon) and quota concessions on a number of industrial imports from the EEC.

Cyprus. The Community will reduce the CET by 70 per cent on most industrial products and give tariff concessions on some agricultural items. Cyprus will reduce tariffs on a number of products imported from the EEC by 15 per cent on the entry into force of the Agreement rising to 35 per cent after five years

British exporters requiring further information about preferences given by Mediterranean Agreement countries to goods from the existing Community should contact Tariff Section of Export Data Branch at the address below, giving details of the product and the importing country in which they are interested:

Tariff Section/Export Data Branch
Department of Trade and Industry
50 Ludgate Hill
London EC4M 7HU
Tel: 01-248 5757
Ext. 462 or 471 for Spain, Malta and Cyprus
Ext. 420 or 475 for the other 'Mediterranean Agreement' countries.

Information about preferences given by the existing Community to goods from the 'Mediterranean Agreement' countries can also be obtained from Tariff Section of Export Data Branch (ext. 7174 and 408); the exporting country should be specified in all such inquiries.

Full details of the situation with regard to each Agreement will be published in *Trade and Industry* as and when Protocols are concluded.

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Interested? For details ring Pieter Tesoriere on 0664-4133, ext 336, or write to Technical Translation Service, Production Engineering Research Association, Melton Mowbray, Leics. LE13 0PB

Travellers' duty—and tax-free allowances after January 1, 1973

THE Commissioners of Customs and Excise have made the Customs Duty (Personal Reliefs) (No. 1) Order 1968 (Amendment) Order 1972, which was laid before Parliament on December 7. Subject to Parliamentary approval the Order will come into operation on the date of UK entry to the Community—January 1, 1973—and will allow travellers entering the United Kingdom from any country to bring in the same quantities of goods free of duty and tax as EEC countries allow for travellers entering them from outside the Community.

The Order has been published as Statutory Instrument 1972 No. 1770 and is obtainable from Her Majesty's Stationery Office or through booksellers, price 8p or, by post, 10½p.

New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174 or 408 or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877 ext. 2354 or 2355)—the appropriate reference point is given at the end of each section.

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts and draft texts of the following Regulations, proposed regulations, Decisions and proposed decisions which affect the various agricultural and fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts and draft texts may be seen on application.

General. The *Journal Officiel* No. C122 dated November 24, 1972 contains the draft text of a proposed decision extending until December 31, 1974 the minimum price system. It should be noted that the text of the Decision, when finally approved, may differ from the draft text referred to above.

Cattlemeat, beef and veal. The *Journal Officiel* No. C122 dated November 24, 1972 contains the draft texts of the following proposed regulations:

1 Establishing a premiums system for promoting meat production and a premiums system for promoting the conversion to meat production cattle bred for milk production.

2 Amending Regulation (CEE) No. 805/68 in so far as it concerns intervention measures in the cattlemeat sector.

3 Adapting Regulation (CEE) No. 972/68 laying down general rules relating to intervention in the cattlemeat sector.

It should be noted that the texts of the Regulations, when finally approved, may differ from the draft texts referred to above.

Regulation (CEE) No. 2457/72 relates to the suspension of the levies in the cattlemeat sector on products falling within Common Customs Tariff headings 01.02 AII, 02.01 A IIa, 01.02 A IIa, 01.02 A IIb(2bb), (*Journal Officiel* No. L266, November 25, 1972)

Fish and fish products. Regulation (CEE) No. 2462/72 fixes the export refunds in the fish products sector. (*Journal Officiel* No. L266, November 25, 1972)

Regulation (CEE) No. 2463/72 amends the Annex to Regulation (CEE) No. 2518/70 in so far as it concerns the determination of the list of representative wholesale markets and ports of the new Member States for the products of the fishing industry. (*Journal Officiel* No. L266, November 25, 1972)

Regulation (CEE) No. 2464/72 amends Annex II to Regulation (CEE) No. 1109/71 in so far as it concerns the determination of the list of representative wholesale markets and ports of the new Member States in order to fix the import price of certain fish products. (*Journal Officiel* No. L266, November 25, 1972)

Seeds. Decision 72/399/CEE authorises the Netherlands to permit until January 31, 1973 the marketing of the seeds of two other varieties of winter barley, subject to less stringent requirements. (*Journal Officiel* No. L268, November 29, 1972)

Fruit and vegetables. Regulation (CEE) No. 2454/72 amends Regulation (CEE) No. 1035/72 relating to the common organisation of the markets in the fruit and vegetables sector. (*Journal Officiel* No. L266, November 25, 1972)

ARE YOU READY FOR THE COMMON MARKET?

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Lep

Continental Export Dept., Lep Transport Ltd.,
Sunlight Wharf, Upper Thames Street,
London, EC4P 4AD.
Telephone: 01-236 5050, Telex: 887282/3.

Regulation (CEE) No. 2455/72 amends Regulation (CEE) No. 2518/69 laying down, in the fruit and vegetables sector, the general rules relating to the grant of export refunds and the criteria for fixing their amount. (*Journal Officiel* No. L266, November 25, 1972)

Regulation (CEE) No. 2456/72 amends Regulation (CEE) No. 2517/69 specifying certain measures for improving Community fruit production. (*Journal Official* No. L266, November 25, 1972)

Tobacco. Regulation (CEE) No. 2468/72 designates the collection centres and the processing and storage centres for intervention in the raw tobacco sector. (*Journal Officiel* No. L267, November 28, 1972)

Regulation (CEE) No. 2483/72 fixes the premiums to be granted to buyers of leaf tobacco of the 1972 harvest. (*Journal Officiel* No. L269, November 30, 1972)

Regulation (CEE) No. 2484/72 fixes for baled tobacco, the derived intervention prices and the reference qualities applicable to the 1972 harvest. (*Journal Officiel* No. L269, November 30, 1972)

Animal health. The *Journal Officiel* No. C122 dated November 24, 1972 contains the draft text of a proposed decision adopting a Community research programme in the field of Classical and African swine plague. It should be noted that the text of the Decision, when finally approved, may differ from the draft text referred to above. **EDB ext. 7174/408**

TARIFF QUOTAS IN THE EEC: The *Journal Officiel des Communautés Européennes* No. L269 dated November 30, 1972 contains the text of Regulation (CEE) No. 2485/72 relating to the opening, allocation and administration of a Community tariff quota for 2,742 tonnes of dried grapes in immediate containers of a net capacity of 15 kg or less (CCT. No. 08.04 B1) at a 1.2 per cent rate of duty for the period December 1, 1972 to November 30, 1973. This quota has been allocated on the following basis:

Germany	1,866 tonnes
Benelux	407 tonnes
France	425 tonnes
Italy	44 tonnes

Details of the method of allocation and of the conditions attached to the quota, together with the French text of the Regulation may be seen on application. **EDB ext. 7174/408**

EEC/IRAN AGREEMENT: The *Journal Officiel des Communautés Européennes* No. L269 dated November 30, 1972 contains the text of Decision 72/402/CEE concluding an agreement renewing for another year, beginning December 1, 1972, the trade agreement between the EEC and Iran which was first signed on October 14, 1963. The French text may be seen on application.

CRE ext. 2354/2355

TRANSPORT: The *Journal Officiel* No. C122 dated November 24, 1972 contains the draft text of a proposed directive amending Directive 65/269/CEE concerning the standardisation of certain rules relating to the authorisations for the carriage of goods by road between Member States. It should be noted that the text of the Directive, when finally approved, may differ from the draft text referred to above. **EDB ext. 7174/408**

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journal Officiel des Communautés Européennes* No. L268 dated November 29, 1972 contains the texts of the following Decisions:

Decision 72/400/CEE authorising Italy to exclude from Community treatment outboard motors and parts (CCT No. 84.06 B and D) originating in Japan and freely circulating in the other Member States.

Decision 72/401/CEE authorising France to exclude from Community treatment sound recorders and reproducers and combined sound recorders and reproducers (CTT No. 92.11A ex II and 92.11 AIII) originating in Japan and freely circulating in the other Member States. **EDB ext. 7174/408**

RULES OF COMPETITION: The *Journal Officiel des Communautés Européennes* No. C122 dated November 24, 1972 contains an announcement concerning a notification to the Commission by the following Company: 'Adox Fotowerke Dr. C. Schleussner GmbH' of Frankfurt on Main subsequently known as 'Du Pont Fotowerke Adox GmbH' and now named 'Du Pont de Nemours (Deutschland) GmbH' in respect of specimen bills of sale for its photographic goods on the German market. Interested third parties are invited to submit their observations within one month from November 24, 1972 under reference IV/14 111 to the following address: Commission des Communautés Européennes, Direction Générale de la Concurrence, Direction 'Ententes et Positions Dominantes', 200 Rue de la Loi, B 1040 Bruxelles (Belgique).

The *Journal Officiel des Communautés Européennes* No. L267 dated November 28, 1972 contains the texts of two Decisions as follows:

Decision 72/396/CEE relating to the consideration by the Commission of the exclusive distribution agreements between (a) Optische Werke G. Rodenstock of Munich and Ciliotta of Milan (ref. IV/8818) and (b) Optische Werke G. Rodenstock and N.V. Nehom of Rotterdam (ref. IV/8 822).

Decision 72/397/CEE relating to the consideration by the Commission of the exclusive distribution agreement between Misal of Milan and Cummins Diesel International of Lausanne (ref. IV/24 171)

The Decisions require the companies concerned to provide the EEC Commission with additional information concerning these agreements. The Commission has adopted 60 similar Decisions also requiring the companies concerned to provide certain information. The French texts of Decisions 72/396/CEE and 72/397/CEE together with the list of companies affected by the other 60 Decisions may be obtained on application. **CRE ext. 2354/2355**

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated January 27, 1972 contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1972. The *Journal Officiel des Communautés Européennes* No. C123 dated November 27, 1972 contains a notice reimposing the Common Customs Tariff duties on certain of these products. The French text may be seen on application.

Common Customs Tariff no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
59.04	Twine, cordage, ropes and cables plaited or not, excluding coir intended for the manufacture of mats and similar articles — of hemp	Yugoslavia	November 27, 1972	2798/71

EDB ext. 7174/408

Preparing for Europe

A COLLECTED edition of *Preparing for Europe*—a series of articles reprinted from *Trade and Industry*—has been published by the Department of Trade and Industry.

The articles show how British firms in a cross-section of industries are gearing themselves for the enlarged European Community. These firms which are situated all over Britain have work forces ranging from 70 to 9,500 employees and their products include ribbons, sherry, electronic components and roadsweepers. Some have anticipated entry for several years and are now consolidating their position. Others are turning their attention to Community markets for the first time or are preparing a big push to gain a firmer foothold.

The principal benefits each firm most look forward to also differ. Some look to the opening up of new markets with the removal of prohibitive tariffs. Others to opportunities for volume production for a mass market or to opportunities for expansion and specialisation. Some anticipate psychological benefits which would make their products more acceptable and less 'foreign'.

But all the firms have one thing in common—the conviction that the enlarged Community holds new and exciting opportunities for them and that success will not come to he who waits, but to he who makes careful preparation.

Copies of *Preparing for Europe* can be obtained free of charge from EEC/EFTA Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877.

Publications	—	Extension 3591
EEC questions	—	Extension 3579 or 2479
EFTA questions	—	Extension 2480 or 2479

ASPECTS OF US MARKETS—7

The Texas market

by Roy Dean, HM Consul (Commercial/Information), Houston

Texas, over twice the size of the United Kingdom, is a fiercely independent land of awesome expanses and vast natural resources. It leads the United States in the production of oil, natural gas, cattle, sheep, cotton and sorghum grains and ranks high in rice, wheat, vegetables and commercial fishing. But as well as being a major agricultural state, Texas is a fast-growing industrial region. It contains some important electronics and aerospace companies and is the home of NASA's Manned Spacecraft Centre. The steel industry is expanding rapidly. There is the nation's heaviest concentration of refineries and petrochemical plants. And the number of people in manufacturing employment —particularly in metal fabrication, non-electric machinery and food processing—has risen by 50 per cent in the last 10 years. Increasingly, national companies are moving their corporate or operational headquarters to Houston, and a number of foreign companies have established operations there. Houston and Dallas are the most important financial centres in the Southern States.

WITH a population of 11 million people (80 per cent urban), a diversified industrial base, huge natural resources, a strong financial structure and a relatively low unemployment rate, Texas appears to be set for a period of economic growth comparable to that which took place in California in the 1950s. It therefore represents an expanding market for imported products. There is keen competition among the major industrialised countries for a bigger share of this market.

Direct imports

In 1971 the Port of Houston, which handles about half of the direct imports into Texas, unloaded a record amount of foreign cargo, with a total value of £400 million, almost equally divided between capital and consumer goods. These imports are not, of course, confined to Texas because Houston serves a six-state area and has also begun to act as a port of entry for the 'mini-bridge' route to California. Conversely, many other imported items, particularly consumer goods, reach Texas from brokers on the East Coast. But the commodities imported give some indication of the nature of the Texas market.

The principal industrial goods imported through Houston last year consisted of structural iron and steel, crude petroleum, organic chemicals, woven jute fabric, wire cables, molasses, construction materials, electrical machinery, internal combustion engines, industrial machinery, non-ferrous metals, pumps and compressors, buses, machine tools, insecticides, agricultural machinery and tractors, telecommunications equipment, mechanical handling and paper-making machinery.

The major consumer items were coffee, motor vehicles, rubber tyres and tubes, motorcycles, distilled alcoholic beverages, footwear, television sets, electrical household equipment, wine, radios, rubber and plastic manufactures, phonographs and tape recorders, furniture, clothing, tinned foods, toys and games, works of art and antiques, fishing and sports equipment, porcelain and chinaware, pleasure boats and bicycles.

Britain is sixth

Of the Houston imports, £17.5 million worth (4.5 per cent) came from the United Kingdom. Britain is now the sixth largest exporter to Houston following Japan, West Germany, Belgium, France and Brazil. The main items from Britain in 1971 were motor vehicles, distilled alcoholic beverages, rubber tyres and tubes, non-piston engines, industrial machinery and mechanical appliances, organic chemicals, structural iron and steel, electrical power machinery, agricultural machinery and tractors, works of art and antiques, internal combustion engines, parts and accessories for machinery, mineral and metal manufactures, pumps and compressors, firearms, metalworking machine tools, tile and other ceramic materials, insecticides, plastic materials and motorcycles.

The growth of economic activity in the Southwest has been reflected in the construction industry. The influx of population into Houston, for example, has called for the construction of apartment complexes and town houses, shopping centres, office buildings, hotels and hospitals. All these developments lead to an active market in steel, building materials, fittings, nails and screws, furniture, accessories, carpets and rugs, domestic appliances and sophisticated medical equipment. But demands tend to be large, and there is no point in a British manufacturer entering this market unless he has the capability to guarantee regular delivery of bulk quantities.

Dallas distribution centre

For industrial and other bulk products Houston with its container port facilities will continue to be a major distribution centre, but for the distribution of consumer goods Dallas is developing rapidly as one of the main centres in the United States. Dallas offers nearly all the essential ingredients for a distribution centre with excellent rail, road and air communications, permanent exhibition halls for apparel, home furnishings, decorative goods, housewares and giftware unequalled elsewhere in the US. These premises are fully occupied by permanent tenants and a continuing expansion programme is under construction. Regular trade markets and trade shows are held throughout the year, attracting retailers from the five-state primary area and five other states.

To support this scale of distribution and movement of people

Dallas is served by nine mainline railroads and over 40 common carrier motor freight lines. Dallas airport is already the fourth busiest in the US and this facility will be transferred to the new Dallas/Fort Worth Regional Airport, the world's largest commercial airport currently under construction, when it becomes operational in 1973. This airport will provide cargo-handling facilities, warehousing, onward transportation and other essential commercial activities, which will make it a major centre for import and distribution of air cargo.

Break away

One New York importer of European consumer goods recently transferred to Dallas has calculated that it is cheaper for him to use air-freight from Europe to Dallas, warehouse and repack for onward distribution than to ship and warehouse in New York. We believe there could be a significant increase in the sale of British consumer goods in Texas if UK exporters could break away from the East Coast brokers and introduce a system of direct representation in the Southwest.

Since there are at present few direct importers of consumer goods in Texas, British manufacturers wishing to enter the market would find it useful to begin with the London buying houses of the large department stores which account for a high percentage of retail trade. The leading houses are:

Associated Merchandising Corporation, 1B Baker Street, London W1.
Dean Warburg Ltd., 38 Savile Row, London W1.
Gimbel Brothers, 24-30 Great Titchfield Street, London W1.
Metasco Inc., 167 Oxford Street, London W1.
Zeigler Ltd., 27 Albemarle Street, London W1.

Oil, gas and petrochemicals

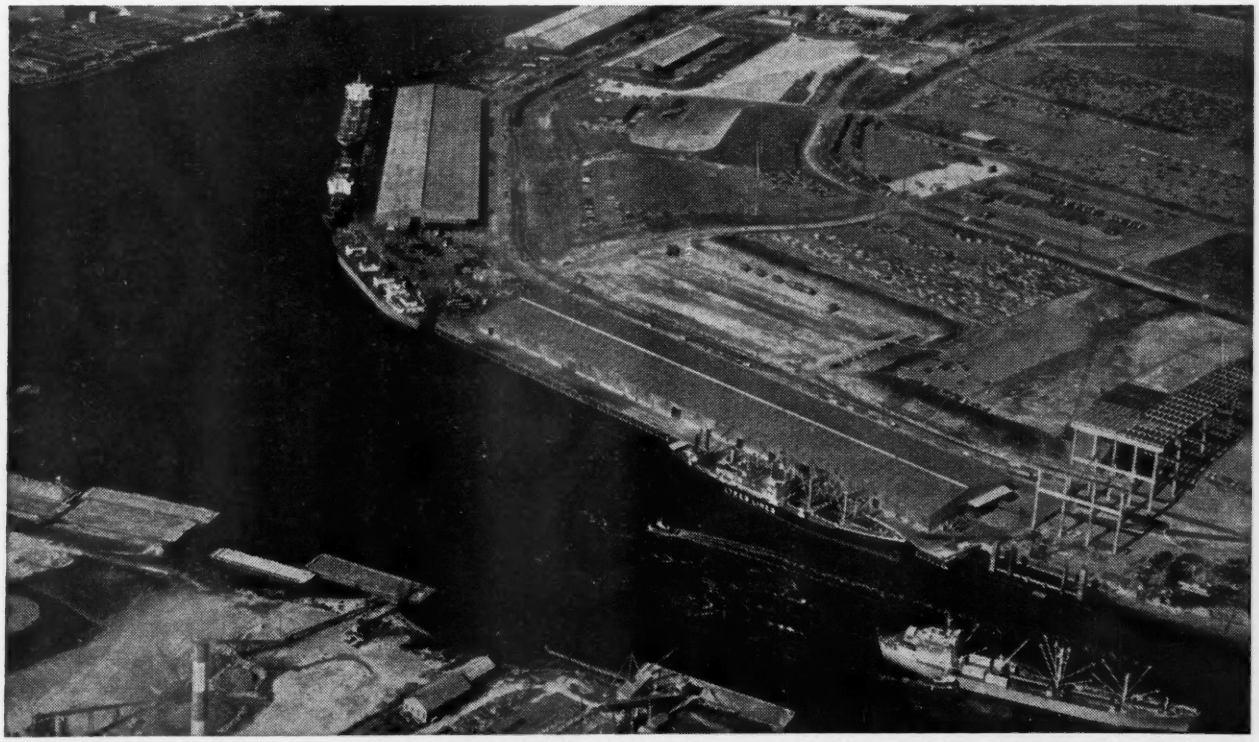
Texas is particularly well advanced in the technology of the oil, gas and petrochemical industries which predominate on the Gulf Coast. Houston is the petroleum refining capital of the world, its nine refineries converting more than one million barrels of crude oil daily into petrol and other products. Houston is headquarters for a quarter of the nation's major gas transmission companies which operate 112,000 miles of natural gas pipelines. Metropolitan Houston accounts for two-thirds of all petrochemicals produced in the US supplying more than 4,000 products in everyday use. Houston's chemical plants add a further 575 different products.

The efforts of the environmentalist lobby have put a brake temporarily on the construction of new refinery facilities on the east coast, which means that more oil will have to be sent by pipeline from Texas. To cope with the country's energy needs, some £1,400 million will be spent on new pipelines in the next two years, and much of this work will originate in Houston. Land drilling is beginning to pick up again and oil production is at its fullest level in Texas. The sale of offshore leases in the Gulf of Mexico off the Louisiana coast and the long-delayed beginning of operations on the North Slope of Alaska will lead in time to additional resources becoming available, but even so the national demand is so great that considerable imports of crude oil will be needed in the 1970s, and a 'superport' tanker terminal will almost certainly be built somewhere on the Gulf Coast to accommodate the supertankers. Liquefied natural gas will be imported from such places as Algeria and the Soviet Union. There are plans for the construction of synthetic material gas plants—using the technology of the British Gas Council—at a number of locations in the States. Liquefied natural gas will be imported from Algeria and quite possibly the USSR. All these activities mean extra business for the Houston 'oilpatch'.

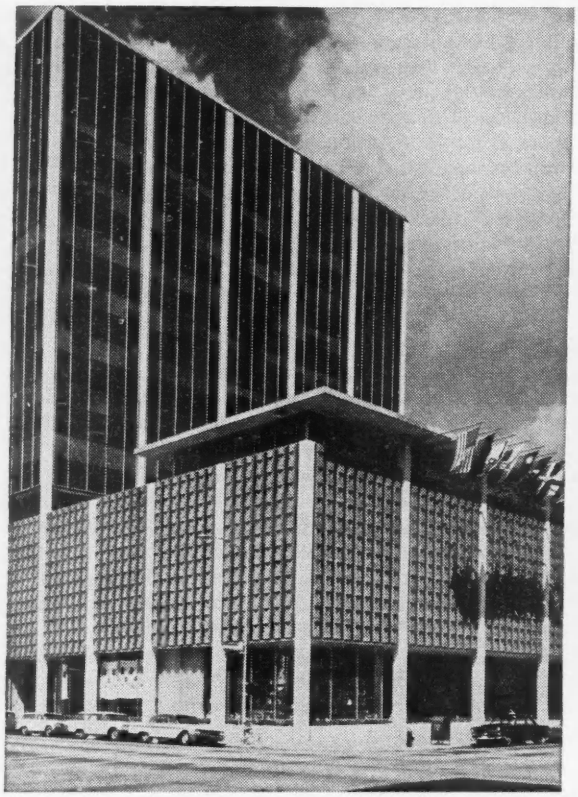
Challenge

In a field of production which is a Texas speciality, it follows that competition from domestic manufacturers is particularly intense. British manufacturers of plant and equipment need to adopt aggressive marketing methods in order to compete in the market. Above all, they need to provide the

(continued on next page)



Port of Houston. The 50-mile ship channel linking Houston with the sea at Galveston, opened in 1915, handles over 4,000 ships a year. Houston is the No. 1 port in the United States for steel imports. Four shipping lines with container services operate from UK ports to Houston.



World Trade Building in Houston, the home of 12 foreign consulates, shipping lines and importers.

Dallas Homefurnishings Mart, built specifically as a furniture mart, was distinctively designed and decorated to offer buyers comfort and convenience in its 434,000 square foot area.

THE TEXAS MARKET
continued

kind of service and support which buyers get from American suppliers. It is understandable that few British firms have been able to establish themselves on the ground in the Southwest (on the lines of the great Japanese trading corporations) but it is essential for manufacturers of petroleum equipment and process plant to have a local representative who will call regularly on the oil companies, gas producers and engineering contractors throughout the area. It is no longer sufficient to rely on an agent or representative in the Northeast US. Where possible, stocks should be held in Houston to meet urgent demands which cannot be fulfilled from domestic sources for some reason.

Where the UK does have a significant competitive advantage is in 'third country' work for the oil, gas and petrochemical industries. Many of the decisions regarding exploration, drilling, production, refining and processing are taken by the international companies headquartered in Texas; and consequently many of the construction contracts are awarded to Houston engineering concerns. In a number of areas (eg the Arab States of the Gulf, Nigeria and Singapore) familiarity with British equipment and techniques may be a determining factor in causing a purchasing officer to look to the UK for a supplier. Advance knowledge of international construction projects obtained by the British Consulate-General in Houston and the British Government Trade Office in Dallas has been instrumental in steering some sizeable export opportunities to British firms.

Equipment requirements

The following schedule indicates the typical requirements for a natural gas fractionation plant:

1. Steam boilers (5 + tons per hour at 500 psig).
2. Compressors (5,000 + h.p., pressures 2,000 psi).
3. Turbines (5,000 + h.p.).
4. Electric motors (100-500 h.p.).
5. Pumps centrifugal and positive displacement (1,000-2,000 gallons per minute).
6. Pressure vessels (up to 10 feet in diameter, up to 100 feet in length, up to 1,500 psig).
7. Heat exchangers (surface area up to 20,000 sq. ft.).
8. Storage tanks (up to 100,000 cubic metres).
9. Electronic and pneumatic instrumentation (standard process).
10. Electrical switchgear (various types).
11. Pipes (carbon steel and low alloy stainless).
12. Valves (cast iron and low alloy stainless).

In the offshore oil industry there is a vast market for high tensile steel in seamless tubing for the drilling rig platforms. The specifications range from 6 in. to 15 in. diameter, with a wall thickness up to $1\frac{1}{8}$ in., and a yield stress of between 70,000 and 100,000 lb. per sq. in. There is also a demand for electrical switchgear, generating equipment, 800 h.p. diesel engines, pumps and compressors.

ASPECTS OF US MARKETS

Previous articles in this series were:

Selling to the US airframes industry	—August 31
Boeing's diversification programme offers chances for British know-how	—September 14
Selling to the world's largest manufacturing industry	—October 12
Philadelphia—today and in 1976	—October 26
The potential of the South East	—November 9
1976—an important anniversary for the United States	—November 23

The Apparel Mart, a multi-million-square-foot building offering a new concept in merchandising for the fashion industry.

Potential purchasers

It would be impossible to list the many Southwest firms in the oil and gas industry who are potential purchasers of British equipment, but the following is a representative selection:

Oil producers

American Oil Co.
American Petrofina Co.
Arco
Ashland Oil & Refining Co.
Continental Oil Co.
Cities Service Oil Co.
Gulf Oil Co.
Humble Oil & Refining Co.
Mobil Oil Corp.
Pennzoil
Phillips Petroleum Co.
Shell Oil Co.
Signal Oil & Gas Co.
Sun Oil Co.
Tenneco Oil Co.
Texaco

Gas production/transmission

Alaska Interstate Co.
Coastal States Gas Producing Co.
El Paso Natural Gas Co.
Panhandle Eastern Pipeline Co.
Pennzoil Offshore Gas Operators
Tennessee Gas Transmission Co.
Texas Eastern Transmission Corp.
Transcontinental Gas Pipeline Corp.

Engineering contractors

Bechtel Corp.
Brown & Root Inc.
Crawford & Russell Inc.
Delta Engineering Corp.
Fish Engineering & Construction
Fluor Corp.
Foster Wheeler Corp.
Hudson Engineering Corp.
M. W. Kellogg Co.
Lummus Co.
J. Ray McDermott & Co. Inc.
Pace Co.
J. F. Pritchard & Co.
Pipeline Technologists Inc.
Raymond International Inc.
Stearns-Roger Corp.

Offshore drill rig and platform constructors

Avondale Shipyards Inc., New Orleans
Bethlehem Steel Corp., Beaumont
Brown & Root Inc., Houston
Fluor Ocean Services, Houston
Houston Contracting Co., Houston
Ingram Contractors Inc., Harvey
Levingston Shipbuilding Co., Orange
Marathon-Le Tourneau Offshore Inc., Houston
J. Ray McDermott & Co. Inc., New Orleans
Todd Shipyards, Houston

Offshore drilling contractors

Atwood Oceanics Inc.
Delta Marine Drilling Co.
Diamond M Drilling Co.
Dixilyn Corp.
Falcon Seaboard Drilling Co.
Global Marine Inc.
Gulf Offshore Co.
Loffland Bros. Co.
Ocean Drilling & Exploration Co.
Offshore Co.
Penrod Drilling Co.
Reading & Bates Offshore Drilling Co.
Rowan Drilling Co. Inc.
Santa Fe Marine Inc.
SEDCO Inc.
Storm Drilling Co.
Transworld Drilling Co.
Zapata Offshore Co.

Most of the US rig constructors are producing units for the North Sea operations (which will be the subject of a separate article). In addition to knowing the drilling contractors, potential British suppliers of oil and gas equipment must establish a close relationship with the engineering and design departments of the fabricators, who in many cases are able to make recommendations to their customers based upon technical innovations or the ability of a company to meet the stringent specifications of the drilling contractor.

The names of contacts in these organisations are held by the Consulate-General in Houston. British firms interested in making approaches to them and requiring information or advice should apply in the first instance to their nearest Regional Office of the Department of Trade and Industry.

Seven-point work programme of British Overseas Trade Board

Sir Cyril Kleinwort, speaking on December 6 at a lunch given by the Slough and District Chamber of Commerce and Industry, outlined the current work of the British Overseas Trade Board covering seven important subjects:

Motivation

Sir Cyril said: 'The Board has commissioned a survey to discover the factors which lie behind the decisions of companies whether or not to enter into overseas trade. In particular, this survey which is being carried out by a firm of consultants will indicate the attitudes of those who do not export compared with the attitudes of those who do, and the factors affecting both. This study will provide useful background information on which the Board can base its future activities.'

Education for overseas trade

Sir Cyril stated that 'Mr. D. J. Liston, who recently ended his term as a DTI Industrial Adviser, is preparing a report to the Board on education for overseas trade, having had over 50 separate discussions with universities, polytechnics and institutions concerned with export training, business schools, other Government Departments and European-based management consultants.'

Public purchasing

'With the export implications of public sector purchasing policy in mind,' Sir Cyril said, 'the Board is having talks with individual public authorities and their suppliers with a view to identifying particular problems and possible remedies. Initially, we have concentrated attention on coal, railways, electricity, gas, steel and post office supplies.'

Planning

The Board said in its initial report that it was impressed by the possibility of applying the corporate planning techniques of industry to those of Government. 'We are currently organising several experiments with the co-operation of industry relating to specific products in certain markets.'

Innovation and exports

Turning to innovation and exports Sir Cyril said: 'At the invitation of the Board, Dr. Maddock, DTI Chief Scientist, has formed a small Working Group combining appropriate business and scientific experience to consider and advise on implementing the recommendation which proposes joint action by Government and industry to identify and promote the export of a small number of suitable products of advanced and medium technology, offering good export potential in the medium and longer term.'

Europe

Referring to reports which have been received from posts in Western Europe outlining the prospects for British exports in the next five years, Sir Cyril said: 'From this information, a five-year export promotion strategy will be devised and discussed at a Conference on December 14 which the *Financial Times* is organising in co-operation with the British Overseas Trade Board.'

Invisibles

'My own sphere of responsibility as a British Overseas Trade Board member is not unnaturally the invisibles sector,' stated Sir Cyril, who is chairman of the Committee on Invisible Exports. 'The Invisibles Section of General Export Services Branch is continuing to build up an effective relationship with firms in the invisibles sector, and they are visiting financial institutions, merchant banks, insurance companies and commodity associations. In addition, they are maintaining a register of firms in EEC seeking to be put in touch with similar firms with a view to mergers or takeovers, and they are also dealing with matters relating to the export of know-how. I am delighted to note that Slough Estates

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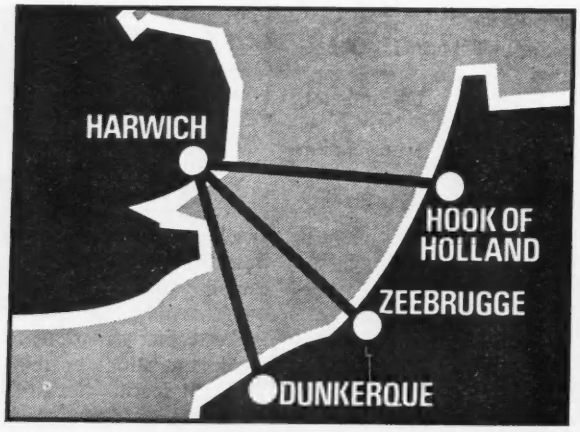

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British Rail Shipping Services

Ltd., who pioneered the Slough Industrial Estate, are making an active contribution to our invisible exports.'

Sir Cyril stressed the need for a continuing relationship between the British Overseas Trade Board and industry. 'We wish to be actively involved and would encourage industry to approach us directly where they believe intervention by the British Overseas Trade Board could be helpful,' he said. 'Direct contact and consultation with industry is essential and we will be seeking to maintain this through bodies such as yourselves, trade associations, export clubs etc.'

Enhanced Government services for exporters

A THREE month free trial of the Export Intelligence Service, an expansion in the Technical Help to Exporters (THE) service, and increased support for some outward missions were announced by Lord Thorneycroft, Chairman of the British Overseas Trade Board, speaking at the Institute of Export dinner in London on December 6.

Giving details of these developments, Lord Thorneycroft said: 'It is the Board's firm desire to encourage as many potential subscribers as possible to join the Export Intelligence Service, and we shall consequently be offering a three months free trial of the service to interested firms from January 1, 1973. The offer will be open throughout 1973—the first year of Britain's membership of the EEC.

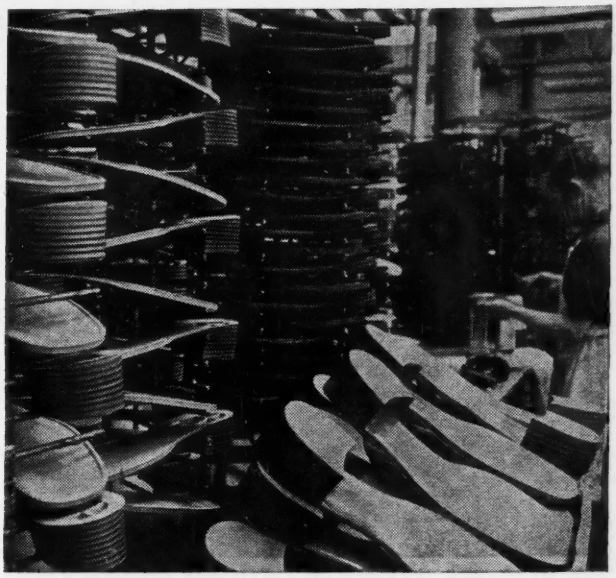
'The free trial offer will also be open to existing subscribers who may wish to experiment by taking out a separate subscription for a particular part of their organisation whose production or market interests are different from those in the firm's current EIS registration of interests.'

Lord Thorneycroft stated that during its study of the official export promotion services 'The British Overseas Trade Board has been most impressed with the value of the Export Intelligence Service, and its clear potential for future development.

'A sample follow-up exercise recently conducted at a number of our overseas Posts indicated that one or more subscribing firms responded to 70 per cent of EIS notices concerned with specific opportunities, potential agents and opportunities for co-operating with overseas firms. It also indicated that successful results had been achieved, or were in prospect, in some 25 per cent of these cases. This is clear indication of the value of the EIS to its members.'

Referring to the expansion of THE, Lord Thorneycroft said: 'We have followed up one of the recommendations of the Board's Task Force, led by Mr. Burton, by approving an expansion in the Technical Help to Exporters Service as from April 1973. THE will be recruiting additional staff further to improve the information and advice it provides to exporters in meeting the technical requirements of overseas markets in the mechanical, construction and electrical engineering fields.

'I can also announce that, from January 1, we have agreed to increase in the support rates for some outward missions. These increases range up to £50 depending on the country or countries visited and the duration of the mission.'



Stacked heels and soles for some of the latest fashions in men's shoes being prepared for union with their 'uppers' at the Rushden, Northants, factory of Eaton Footwear. The company produces more than 100 styles of men's footwear for despatch to many parts of the world.

Textile machinery industry congratulated on export record

SPEAKING in Manchester on December 8 Mr. Derek Ezra, member of the British Overseas Trade Board and Chairman of the National Coal Board, congratulated the textile machinery industry on its export record. 'Its annual output is about £150 million' he said, 'and 60-70 per cent of this goes to improving the UK's balance of payments.'

Mr. Ezra, who was speaking at the annual luncheon of the British Textile Machinery Association, referred to the 'volatility of the world's textile industry which results in a constantly changing emphasis between different processes.' Rapid technological change made exporting hard work, but the British Overseas Trade Board had plans for helping industry in general, and regarded contact with industrial associations such as the BTMA as essential to BOTB's function of acting as a bridge between industry and Government in trade promotion matters.

With regard to UK entry into the European Economic Community, Mr. Ezra said that this might not have an immediate effect on the volume of trade which the textile machinery industry had with Europe, which was already considerable, but should open up longer term opportunities of expansion. 'It is important' he continued, 'for the legislative effects of joining to be understood.' Firms who do not find out how Community laws affect them will not only risk missing opportunities for orders, but may also find themselves in conflict with the law over the interpretation of commercial agreements between companies.'

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Princess Margaret talks to Col. Leonard Banfield, commandant of the Barbados Regiment, after she had opened a Cable and Wireless satellite earth station. The earth station, for which Marconi Communications Systems Ltd. was the main contractor, cost £2.5 million. It provides Barbados with direct links via space with the United Kingdom, the United States and Jamaica, Barbados is the eighth satellite earth station to be owned and operated by Cable and Wireless and its associate companies, making the group the largest in the Intelsat space communication system.

Export Office Procedure Courses in Scotland

THE Department of Employment's Scottish Headquarters in Edinburgh have announced the following dates and venues for Export Office Procedure Courses during the first half of 1973.

Date	Venue
Week commencing January 15	Hillington
,, ,, February 12	Hillington
,, ,, March 12	Edinburgh
,, ,, April 4	Hillington
,, ,, April 23	Dundee
,, ,, May 14	Hillington
,, ,, May 21	Inverness
,, ,, June 11	Edinburgh

All inquiries in connection with this Course should be made to Mr. J. Bain, Department of Employment, Stuart House, Semple Street, Edinburgh EH3 8YX, Tel: 031-229 2433, ext. 196.

Vice-chairman of SITPRO appointed

AT a meeting on December 7 of the SITPRO Board (Simplification of International Trade Procedures Board) its chairman, Lord Thorneycroft, announced the appointment of Mr. J. A. Raven, Director General of the Association of British Chambers of Commerce, as vice-chairman to the Board. The announcement received the strong support of the Board. Mr. Raven has always been closely associated with the Board's work, having been its full-time Director for some years before his appointment with the ABCC.

The post of Director of the SITPRO Board has recently been filled by Mr. N. S. Despicht who was previously Director of the Transport Division of the United Nations Economic Commission for Europe based in Geneva.

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from Industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (Tel: 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (Tel: 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (Tel: 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (Tel: 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (Tel: 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (Tel: 21071—Telex 44203).

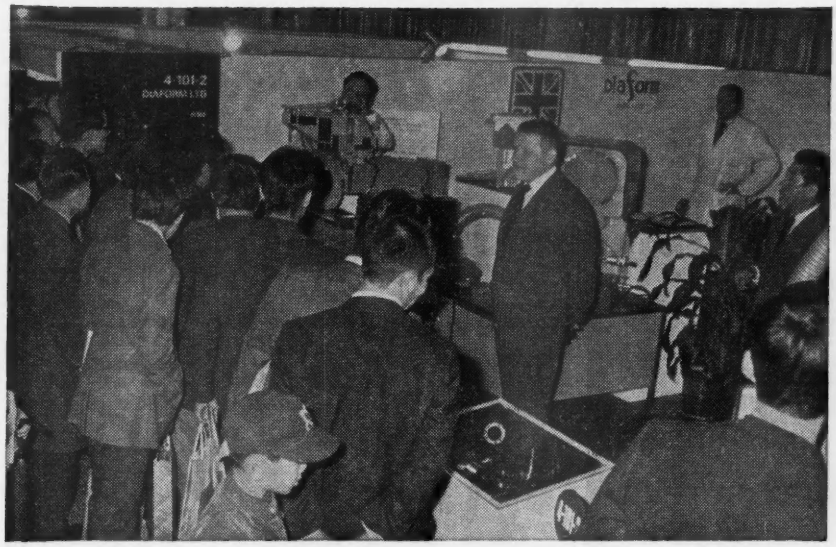
MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021-643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (Tel: 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (Tel: 28066—Telex 49327).



The Diaform stand at the Tokyo Machine Tool Fair attracting the close interest of a group of young Japanese engineers.

Lively buying interest at Tokyo Machine Tool Fair

From P. S. Dimond, Commercial Department, British Embassy, Tokyo: British exhibitors were in an optimistic mood by the end of the 6th Japan International Machine Tool Fair. Exceptionally lively buying interest from specialists among the 531,700 visitors over the 20-day show reflected the recent indicators of an upturn in the domestic demand for machine tools after relative depression over the last couple of years. One agent found the fair the most useful for business discussions he could remember in 18 years.

Last year Japan became the third largest producer of metal-cutting machine tools after West Germany and the USSR. Evident at Harumi was the progress of the Japanese industry in technological development of direct numerical-control machines and adaptive control machines for practical use, as well as in improvements in the design and special features of more standard tools.

Among the 500 exhibitors on 3,700 stands was foreign participation on a governmental basis from Czechoslovakia, East Germany, West Germany and Italy in addition to Britain and on agents' stands by other companies from these countries and from the USA, USSR, Switzerland and France. The show attracted group visits from machine-tool trading associations in 11 countries, including a party of 138 Norwegians and a team from the People's Republic of China.

Six members of the Machine Tool Trades Association took part on a Joint Venture stand with the British Overseas Trade Board supported, for the first time in this form, by a collective display of products from a dozen companies in the Gauge and Tool Makers' Association.

Participation well timed

Those for whom this was the first exhibition in Japan were unanimous in the view that participation was well timed, with the market turning for the better. Most of the British participants reported several hundred serious inquiries, from buyers from South Korea and Taiwan as well as Japan. A number of the British machines were sold off the stands to new customers.

Adcock-Shipley found a good response to their range of Bridgeport milling machines, including a new model shown for the first time in Japan. Diaform found close interest in their range of wheel-forming equipment and noted with satisfaction demonstrations of machines using their equipment on Japanese, Italian and Swiss stands as well as on their own.

Goulder Mikron reported evidence of excellent prospects for their advanced single-flank gear-tester. Clarksons, already well established in the Japanese market, elicited over 600 inquiries on their milling cutters and newly introduced NC chucks. Repeating their participation in previous shows, Herbert–BSA showed one of their automatic lathes, and Churchill Machine Tool their grinding machines.

Displays on agents' stands

With prominent displays on their agents' stands were Jones and Shipman, with a range of their grinding machines, Matrix–Churchill, the machine-tool division of Tube Investments, with grinding machines and lathes, Wickman with an internal grinding machine and Rank Taylor Hobson with an impressive display of roundness and other measuring instruments. All were highly satisfied with their participation, seen as an essential part of their overall marketing programme in Japan.

A number of the British representatives were planning intensive follow-up action in concert with their agents, including several teach-ins with groups of customers.

Elsewhere at the exhibition was a demonstration of British penetration of the Japanese market in a different form, manufacture under licence. The first Elgamill universal milling and boring machine made by Hamai under licence from Butler attracted great attention, and active sales negotiations were reported by the new licensee.

While still small in number, British machine-tool manufacturers active in the Japanese market, the world's fourth largest, are confident of further success. Despite the recent depression in the industry, the overall UK share of the import market increased to 4.5 per cent over the first nine months of this year (3.7 per cent in 1971).

Nearly 30 British machine-tool companies, in addition to the exhibitors, were in Tokyo during the fair on an MTTA mission, and many shared the optimism of their already successful colleagues in this market. One estimate was that with effective marketing of our specialist and advanced machine-tools our market share could double by the time of the next exhibition in Osaka in 1974. A fair challenge.

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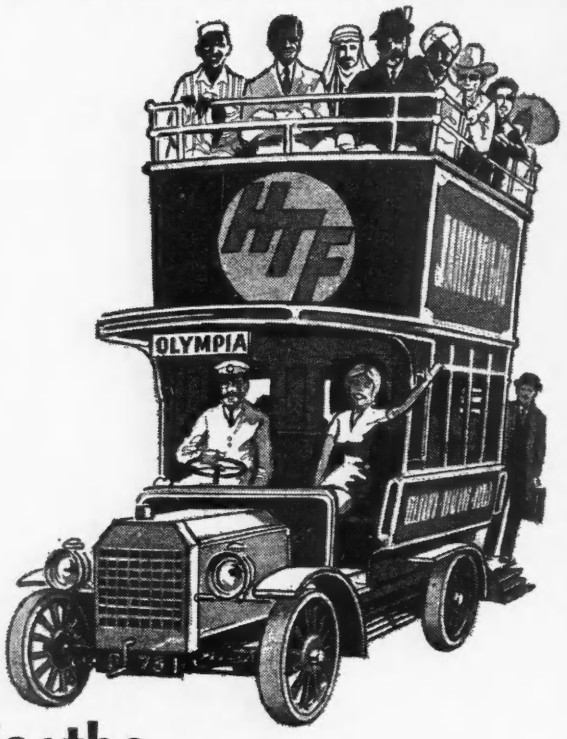

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At the 19th HTF more than 600 exhibitors from Gt. Britain, Eire, Austria, France, Germany, Italy, Spain, Canada, S. Africa, Australia and other countries will occupy all four halls at Olympia. Last year's record attendance of 30,000 home and 14,000 overseas trade visitors is bound to be broken.

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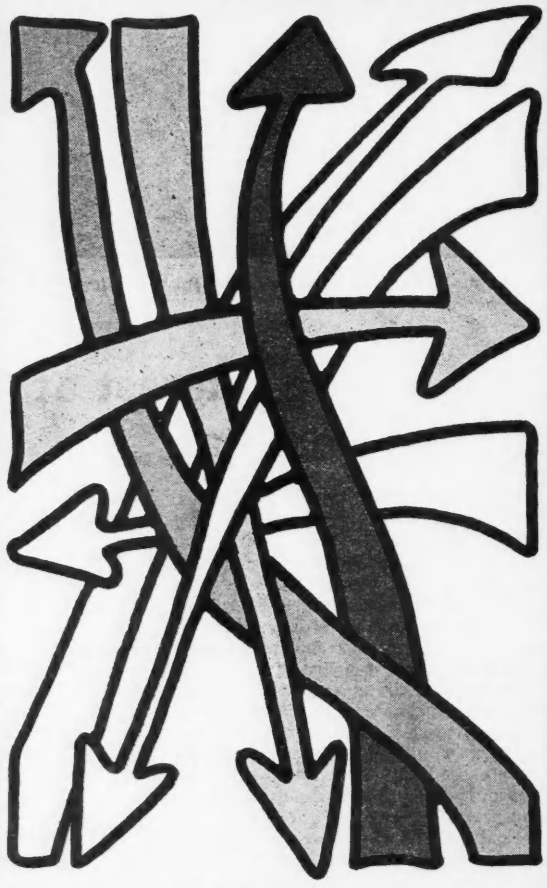

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British firms report largest orders ever at Paris Food Fair

From T. C. Almond, Commercial Department, British Embassy, Paris: British participation in SIAL, the biennial Paris Food Fair, is now a well-established event. Of the 30 countries exhibiting at this exhibition, Britain had the second largest site with a stand covering 680 sq. m. There were 37 individual stands, and 10 other British firms booked space on the stands of their French agents. The British Joint Venture was organised by the BOTB in collaboration with the British Food Export Council.

A special effort was made this year with the British pavilion with open-plan stands surrounding a circular area, where there was an information stand, an office and lounge. Suspended in the middle of this area was an eye-catching high mobile montage of symbols of each of the firms exhibiting.

The individual stands were bright and attractive and were surmounted by specially commissioned silk-covered models representing the firms' products which corresponded with those in the centre montage. The overall display could be likened to a 'fruit-salad' effect, and it not only attracted a great deal of comment but more importantly a larger number than usual of visitors and buyers.

The total number of visitors to the show was in the region of 110,000, and on the provisional attendance figure so far released it is estimated that 80 per cent were professional buyers. Of these, about a quarter were from outside France.

Many British exhibitors said that they had not only seen most of the buyers from France but also a considerable number of important buyers and importers from other countries, including North America, Scandinavia and Spain, as well as from all the other Common Market countries. They also reported that they were more than pleased with the amount of business done and the number of new contacts made.

In general it was estimated that the Fair had been twice as successful as the previous one, and several companies were able to say that as a direct result of being there they had been able to conclude some large contracts for supply of their products to French super- and hypermarket chains.

Mr. Anthony Stodart, the Minister of State for Agriculture, paid an official visit to the Salon on the opening day and called on all the British exhibitors. During a reception that evening, given for the French food press and importers, he said that Britain's entry into the Common Market and the removal of tariffs and other trade barriers would provide a great stimulus to the growth of trade in foodstuffs between the two countries.

Attendance thin but worthwhile at Paris Brewery Exhibition

From T. C. Almond, Commercial Department, British Embassy, Paris: Ten British firms participated in the British Joint Venture in the sixth International Malt and Brewery Exhibition. The official stand was jointly organised by the Allied Brewery Traders' Association and the British Overseas Trade Board.

This exhibition was part of the INTERAL complex of six separate but associated international exhibitions concerned with food, food-processing and packaging equipment.

The number of visitors to the salon was fairly thin, even allowing for its specialist nature, but this was possibly a result of the other recent European brewery exhibitions. However, the British exhibitors in general expressed their satisfaction with the number and quality of the contacts they were able to make, and they were especially pleased with the buyers they had been able to see from Spain, Italy, Portugal and Yugoslavia, as well as from all over France.

One company, Savilles Brewing Services, a firm normally selling finings for beer clarification, and exhibiting for the first time in France, received an unexpected number of inquiries from French wine companies. This is a new opening for them and offers tremendous scope.

The British exhibit was on a central island site with the company stands surrounding a central lounge area—appreciated by exhibitors who wanted to entertain or talk informally with several potential customers away from the confines of their stands and machinery.

Despite the relatively small attendance the British exhibitors said they would be keen to return to Paris, especially as in 1974 the French salon would be the first, and therefore possibly the most important, of the next round of European brewery exhibitions.

Mr. Anthony Stodart, Minister of State, Ministry of Agriculture, on the Grundy stand at the Paris Malt and Brewery Exhibition.

Automatic vendors on show in the Hague

From M. M. Schepp, Commercial Department, British Embassy, The Hague: The third Vending Machine Exhibition organised by the Voorlichtings Institute voor Distributie door Automaten (VIDA) of Amsterdam, was held at the Beatrix Hall of the Royal Netherlands Industries Fair at Utrecht. On show was a comprehensive range, varying from coffee-vending machines and fruit-juice dispensers to impressive magnetron and hot-air ovens, for use in canteens, hospitals and motorway restaurants, and beer-and-spirit vendors, hot-chip machines and coin-change machines.

There was also a complete range of vending ingredients including complete meals, disposable cups, plates and tubs for food and drinks, waste bins and water filters.

There were 55 stands on which some 90 manufacturers were represented from the United Kingdom, Germany, Belgium, Ireland, Italy, USA and the Netherlands. Seven British firms participated in a Joint Venture sponsored by the Automatic Vending Association of Britain in conjunction with the BOTB.

Exhibitors were pleased with the mainly professional attendance. Interest was especially high on the last day of the exhibition, when the number of visitors was considerably higher than on the two previous days. Three thousand people attended the exhibition.

Although no orders were booked at the fair, participants expected further business to result from the many good contacts made. The British exhibitors spoke highly of the stand design and the exhibition arrangements. During the exhibition, lectures on automatic vending were given in the Congress Hall.

The next VIDA Automatenbeurs will be held at Utrecht in the Marijke Hall of the Royal Netherlands Industries Fair on October 2-4, 1973.

MISSIONS and TOURS

Members of the Swedish Master Builders' Federation on a private visit to Britain were given a reception by the British Overseas Trade Board at Export House recently to enable them to meet representatives of the British building industry. Mr. D. P. Dick (left), Director of Special Export Services Branch, BOTB, who hosted the reception, is seen with Mrs. Chevacos, Swedish Travel Bureau; Mr. L. Enderlein, executive director, Swedish Master Builders' Federation; and Mr. D. N. Royce, Director, Co-ordination of Export Services. BOTB.

MISSIONS and TOURS

continued

Diana chairman visits Europe

MR. Gerald Heath, chairman of Diana Shoemakers of Leicester, is spending a few days in Europe with designer, Mr. South. Their tour will take them to various shoe centres in Switzerland, Brussels and Frankfurt, and they will be returning via Paris.

The visit is to find out about Continental fashion trends and to see how footwear is being displayed.

Expansion of trading with USSR

A FOUR-MAN delegation from the Constantine Group has just returned from the Soviet Union after discussing trading relationships and future proposals for the various Constantine Group Companies engaged with the USSR.

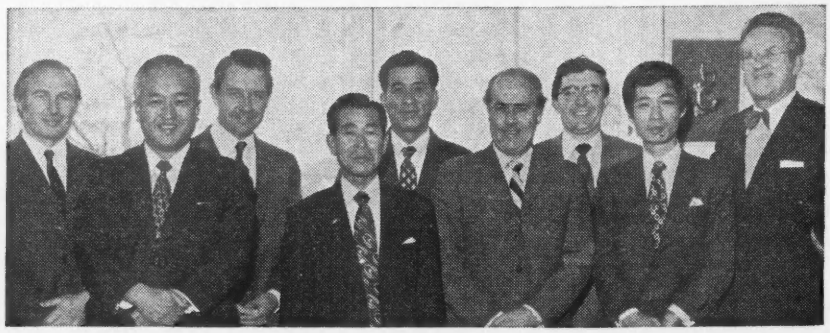
Managing director, Mr. Joe Constantine, and three chief executives of group companies met several presidents and senior officials of the state buying organisations in the Ministry of Foreign Trade.

Discussions covered co-ordination, transportation and packing of British goods of all types for the Soviet Union.

Angus chief visits SA subsidiaries

MR. E. W. Corbitt, managing director of the Angus Fluid Seal Division, made a five-day visit to South Africa last month.

His object was to review progress by Angus Hawken (Pty) Ltd., the subsidiary company set up in 1970 to manufacture oil seals for the South African market. With headquarters at Rosslyn, near Pretoria, the company operates a modern plant which now employs some 140 people.



Executives of the Pump and Compressor Division of Hamworthy Engineering Ltd. pictured at Poole with representatives of the Japanese companies with whom the division has licence agreements. From left: Mr. S. Ray (Seaway system development engineer), Mr. H. Yamashita (Sasakura Co.), Mr. J. Thompson (applications engineer, Hamworthy), Mr. T. Higashikado (Teikoku), Mr. H. Nomura (Nissho-Iwai Co. Ltd.), Mr. J. Beveridge (managing director, Hamworthy Pump and Compressor Division), Mr. J. Sanderson (deputy general manager), Mr. Y. Yoshimura (Teikoku) and Mr. P. Rosseter (sales director).

Export visit to Brazil for Teledictor

BECAUSE of a recent export breakthrough into new markets in Brazil, Mr. T. P. Smith, managing director of Teledictor Ltd., Tipton, Staffs., is flying there for business talks.

Teledictor are already supplying special equipment to several major component-manufacturers in Brazil, as well as to companies in other parts of the world. Mr. Smith will be visiting firms in the automobile industry in Sao Paulo and Rio de Janiero.

Marconi bring £125,000 order from Peking

MR. R. L. Cogdale, regional export manager responsible for trade with eastern countries, and Mr. P. M. Ratcliffe, chief engineer of the RF Measurements Division of Marconi Instruments Ltd. recently arrived back in Britain after a one-month visit to Peking and Canton. They brought with them an order worth £125,000 for a variety of instruments from the company's range of radio and telecommunications test equipment.

The visit was made at the invitation of the Chinese National Machinery Import and Export Corporation after preliminary negotiations over recent months which strengthened the business relationship between the company and the Chinese authorities. The technical discussions in Peking involved major sessions with engineers from the National Radio Factory and the National Telephone Factory.

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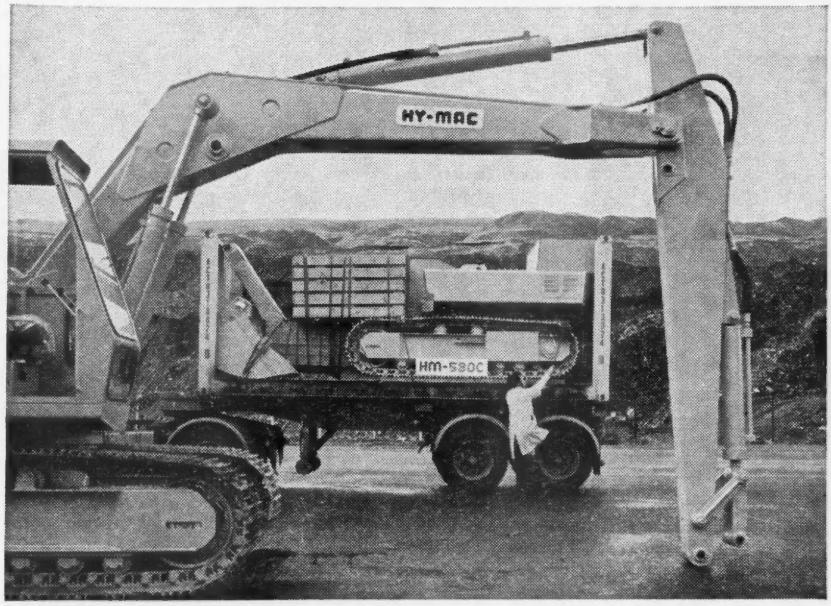
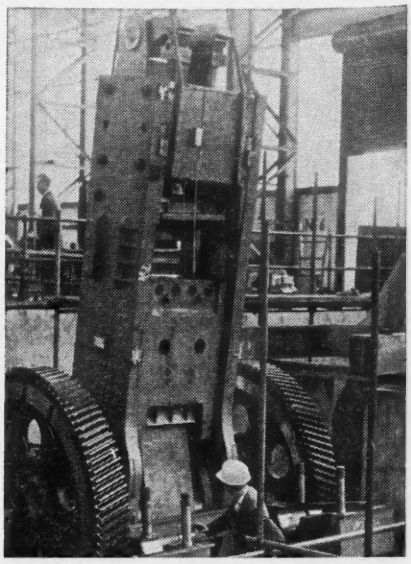
EXPORT ORDERS



A new type of 'flat rack' container is being used by Hy-Mac Ltd. to speed shipments of their all-hydraulic excavators to overseas customers. In the past delays have been caused by the reduction in the number of conventional sailings. The containers, open at the top and sides, contain all ancillary parts, and already two 580C excavators have been containerised for Brisbane, two for Sydney and one for Melbourne.



The £4m rolling-mill plant being built by GKN Machinery Ltd. for Acos Finos Piratini, Porto Alegre, Brazil, includes an 800-ton hot billet shear capable of eight power strokes a minute while shearing 320 x 140 mm max. steel billets. Designed by GKN Machinery's licence partners, Moeller and Neumann GmbH of West Germany, the shear has a blade length of 700 mm and a blade gap of 285mm. The photograph shows one of the two drive assemblies being lowered into its housing at the GKN works, Wolverhampton. The drive units will be powered by two 400 hp motors.

France accepts new air-traffic control system

A £1.5 million air traffic control system which will play a major part in developing and proving new automated air-traffic control techniques has been handed over to Eurocontrol. The system was accepted by the French Minister of Transport, Monsieur R. Galley, acting in his capacity as President of the Eurocontrol Permanent Commission of Ministers.

Designed and installed by a consortium of leading European electronic manufacturers headed by the British Marconi Radar Systems Ltd., this is the first such system in Europe. It will enable the operators to develop and evaluate new techniques, and to study air traffic problems in totally realistic conditions, without putting actual aircraft at risk.

Marconi marine to re-equip 14 tankers

MAJOR orders calling for replacement main communications equipment installations have been received by Marconi Marine, from Texaco Overseas Tankship. In all, 14 tankers will be fitted with new single-sideband transmitters and receivers, replacing existing double-sideband equipment.

Seven of these Texaco vessels are to be equipped with Conqueror single-sideband transmitters and Nebula single-sideband/general purpose receivers, a further seven with 1400W Crusader transmitters and Nebula receivers.

Hestair special vehicles ordered

ORDERS totalling over £150,000 have been won by the special vehicles division of Hestair Ltd. One order worth over £70,000 involves four compression refuse-vehicles from Eagle Engineering Co. Ltd. of Warwick, and six large municipal vacuum-tankers from Yorkshire Vehicles Ltd. of Leeds for one of the Arabian Gulf States.

Another order, value about £80,000 has been obtained from a neighbouring Arabian Gulf State by Dennis Brothers Ltd. of Guildford, and this concerns eight refuse-collectors. The four Eagle refuse vehicles have been delivered and the other vehicles will be despatched shortly.

Conveyor equipment for Portuguese PO

GEO. W. KING Ltd. of Stevenage have won a contract worth approximately £200,000 to supply the complete overhead-conveyor system for a new sorting office being built for the Portuguese Post Office as part of an extensive modernisation programme.

The building in Oporto in on six floors, and the conveyor equipment consists of seven individual conveyors designed and controlled to function as an integrated system. When completed next year, the installation will handle 750 postal sacks per hour and be the largest conveyor system installed in Portugal. King, in conjunction with their Portuguese associates, Compomil, won the contract following a detailed international review carried out by the Portuguese Postal Authorities.

Maunsell to design £¼m dry dock gate

FOLLOWING negotiations with the Italian ship-repair and ship-building group Cantieri Navali del Tirreno and Ruiniti, Maunsell Consultants have been appointed to design a pneumatically operated flap gate for a dry dock at Palermo. The cost is estimated at £270,000.

The technical services, which will be provided by G. Maunsell and Partners, consulting engineers of London, will cover design, preparation of working drawings and supervision of construction. The new gate will be similar to that designed by Maunsell for Malta dockyard, but will be larger as the Palermo dock, construction of which has recently started, is being built to accept ships of up to 400,000 dead weight tons. The new gate is believed to be the first of its kind in Italy.

Planeload of Scottish computers for Australia

A PLANELOAD of Scottish-built Honeywell computers worth over £1 million flew out from Prestwick for Australia earlier this month. The 27-tons of high-value exports include computer systems for the Sydney Stock Exchange, Helena Rubinstein, Rank Xerox, Reckitt and Colman, the Bank of Queensland, Preston Motors and the Permanent Building Society, as well as some 'add-on' equipment for other systems already out in Australia.

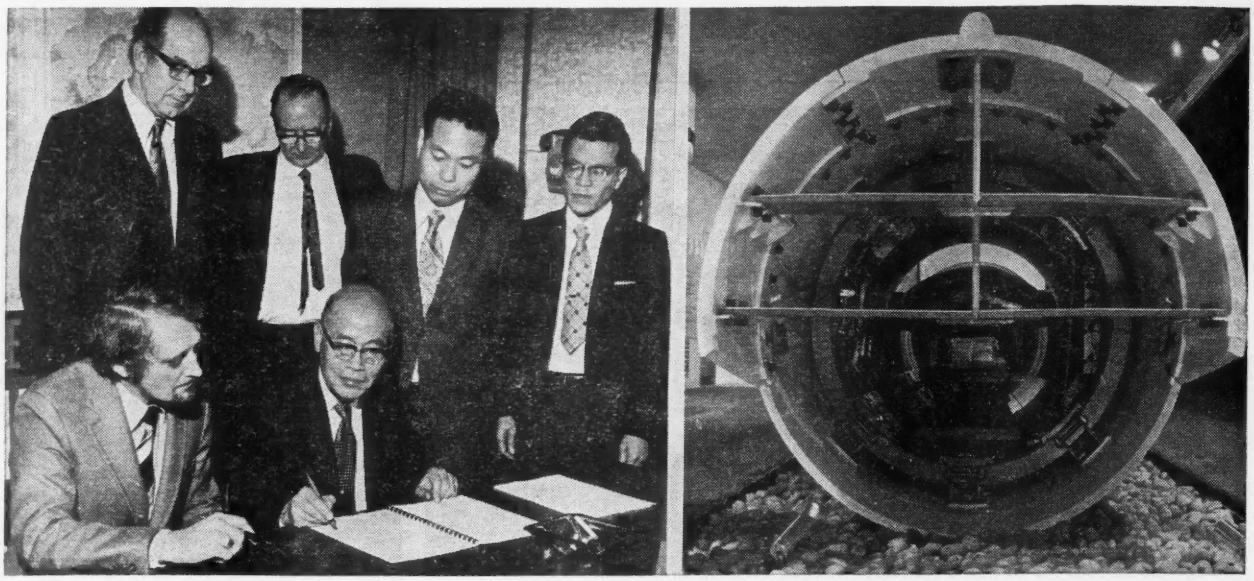
The systems for the Bank of Queensland, Preston Motors and the Permanent Building Society are small-scale model 115/2 computers from Honeywell's series 200 range. Those for the Sydney Stock Exchange, Helena Rubinstein, Rank Xerox and Reckitt and Colman are medium model 2050 and model 2040 systems from the series 2000 range announced early this year.

The special charter—a Boeing 707 arranged through Donaldson Air Charters Ltd. of Gatwick—is costing Honeywell £15,000.

Big magnet coils order

LINTOTT Engineering Ltd. of Horsham have announced the signing of a contract valued at over £1 million for the supply of magnet coils for use in the 300 GeV Particle Accelerator project of the European Organisation for Nuclear Research (CERN) in Switzerland.

This is the largest order for magnet coils ever placed in the world. Situated adjacent to the existing CERN Laboratory at Meyrin (Geneva) the new machine will be the world's largest proton synchrotron, with a circumference of almost 4⅓ miles. One of the main components is the system of approximately 1,000 magnets with a total weight of 15,000 tons.



Kubota Construction's president, Nobuo Mizoguchi, signs a Mini Tunnel Agreement at the Rees Group headquarters. Signing for Rees are chairman Donald Rees, group financial director Greig Anderson, and Mike Richardson, managing director of Rees Construction and inventor of the tunnelling system. On the right is the Mini Tunnel on show at last month's Public Works Exhibition.

Rees big licence deal with Japanese construction company

KUBOTA Construction, a giant civil engineering company in Tokyo, has signed a licence deal with William F. Rees Ltd. to use and manufacture the Rees Mini Tunnel system of building sewers and service tunnels. Kubota expect to piace 50 km a year using 60 systems.

The Japanese company's initial approach five months ago was the result of publicity from the Central Office of Information.

This is Rees' biggest licence deal in their Mini Tunnel export drive, which has so far penetrated eight countries. Kubota chairman Nobuo Mizoguchi said at the signing that 30 per cent of Tokyo was unsewered, and the Mini Tunnel system would go far to solving difficult problems in sewering the reclaimed land in Tokyo bay.

Rees will ship two sets of equipment early in 1973, but Kubota will eventually manufacture the system equipment in their own workshops.

Survey and General win £170,000 USSR order

SURVEY and General Instrument Co. Ltd. have won a £170,000 order to supply 17 Coradi Digimeters to the USSR Ministry of Radio Industry.

Delivery of the first seven units should be effected before the end of this year, and the remaining ten will be shipped by next July.

£300,000 order from Poland

A HIGHLY mechanised continuous heat-treatment furnace has been ordered from Birlec Ltd. for the Polish motor industry.

The order is worth over £300,000 and was placed by Centrozap, the Polish trade organisation, on behalf of Fabryka Samochadow Ciezarowych, makers of motor-vehicle transmission gear. Birlec are to install in the company's Starachowice factory two carburising and tempering lines complete with washing machines, mechanised charge-handling equipment and process-atmosphere generating plant.

The carburising section of each installation will be a twin track, tray pusher furnace heated by natural gas-fired radiant tubes and will have an output of 300 kg of transmission parts an hour. Tempering will be carried out in two electrically heated furnaces each having a rating of 50 kW. Both carburising lines will be fully mechanised and will require supervision only.

This is the third major contract Birlec has received in the last 18 months from Polish motor-vehicle manufacturers, the others being for Fabryka Samochadow Osobowych makers of Polski Fiat vehicles, and the Ursus tractor factory.

Irish hospitals buy bigger Honeywell computer

HOSPITALS Trust (1940) Ltd., the organisation that runs the Irish Hospitals Sweepstakes, has installed a bigger computer to handle its growing data processing workload. The computer, a Honeywell 1015, is now being used to produce subscribers' ticket receipts and for information storage and retrieval, as well as the more bread-and-butter applications such as the payroll for the Trust's 2,000 staff.

Total ticket sales from the four sweeps that the Trust runs each year on the Irish Sweeps Lincoln, the Irish Sweeps Derby, the Irish Sweeps Cambridgeshire, and the Sweeps Hurdle amount to £17 million, 25 per cent of which is set aside for the benefit of hospitals in the Republic.

The new computer, which is being run under Honeywell's OS/200 operating system, has replaced a model 115/2 computer which itself replaced a model 115 installed 18 months ago.

Foundry equipment for Iran

AUTOMOTIVE Patterns Precision Equipment Ltd. in association with Stone Wallwork Ltd., both members of Stone Platt Industries Ltd., have been successful in securing a package contract from Iran National Industrial Manufacturing Co. for the manufacture and supply of hot box core blowing machines, core box and pattern equipment to produce cylinder blocks, cylinder heads, manifolds and other miscellaneous automobile castings.

The equipment will be installed in Iran National's new foundry near Teheran which is to manufacture the Chrysler Avenger engine. The machines and equipment will be fully proved by the manufacture of trial castings before despatch from the UK. The total value of the contract is over £250,000.

Express wins biggest export order

EXPORT orders totalling well over £500,000—including the company's biggest-ever single overseas order for almost £400,000-worth of equipment have been achieved by the Express Lift Co. Ltd. of Northampton.

The record-breaking order has been placed by the Housing and Development Board of Singapore with Express Lifts and GEC of Singapore Pte. Ltd., who together have been negotiating this and similar projects over a period of years. It covers equipment for 119 lifts for a housing scheme planned to meet a heavy demand from people requiring homes on the heavily populated island. The tower block estate is to be built on land reclaimed from the sea.

First shipments of equipment will begin early next year and spread over the 12-month contract period.

Almost another £200,000-worth of Express lift equipment is to be shipped to Madrid and Barcelona in Spain. Office blocks in Madrid are to be supplied with Express equipment designed to carry passengers up to 24 storeys above street level at speeds ranging up to 700 ft./min.

Another Racal export record

RACAL-Mobilcal Ltd., Reading, Berkshire, have announced details of their largest contract, for military radio equipment valued at £1,800,000. Some 80 per cent of the equipment was delivered within two months of signing and completion is expected by the end of January.

Details of the order and destination are not being revealed. The equipment includes the Syncal, Squadcal and Comcal HF mobile radio-telephones now in service in over 100 countries.

Ibis M3 win again in Hong Kong

IBIS M3 Ltd., the Kendal manufacturers of mobile medical units, have secured a £40,000 body-building and fitting-out contract for 20 ambulances based upon the Ford Transit 175 chassis/cab for Hong Kong.

This follows successful completion of an earlier order from Ford for 12 similar ambulances for the colony. The specially insulated Ibis bodies have heat shields and motorised ventilation, and the two-litre vehicle also has tropicalised cooling and electrical equipment. Deliveries are scheduled to be completed in spring, 1973.

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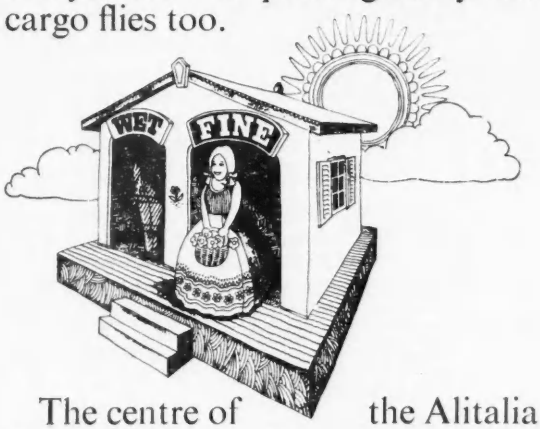

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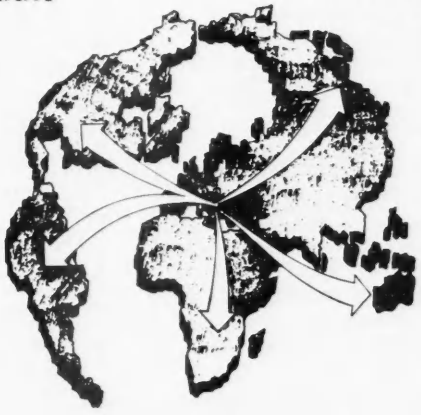

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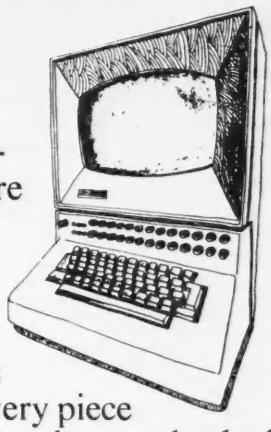

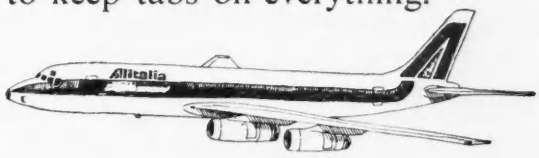

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CARGO SYSTEM

Revised description of chemicals temporarily exempt from import duty

THE definitions of some chemicals currently temporarily exempt from import duty, and which will continue to be so next year, will be amended with effect from January 1, 1973. The use of revised descriptions is principally due to replacement of the systematic chemical names by the common names which are now accepted and are in general use. In other instances the more modern name has been used.

A list is published below of the exemptions which will be affected by these amendments.

Tariff heading	Present description	Tariff heading	Revised description
29.11	4-(4-Hydroxy-4-methylpentyl)-cyclohex-3-enaldehyde	29.11	4-(4-Hydroxy-4-methylpentyl(cyclohex-3-enecarbaldehyde
29.14	(±)-3-Allyl-2-methyl-4-oxocyclopent-2-enyl *trans*-(+)-chrysanthemum*mono*carboxylate	29.14	(±)-3-Allyl-2-methyl-4-oxocyclopent-2-enyl *trans*-(+)-chrysanthemate
	2-*sec*Butyl-4,6-dinitrophenyl 3-methylcrotonate		Binapacryl
29.15	Ethanediol cyclic brassylate	29.15	Ethanediol brassylate
29.19	Chloro-1-(2,4-dichlorophenyl)-vinyl diethyl phosphate	29.19	Chlorfenvinphos
	Dimethyl *cis*-1-methyl-2-(1-phenylethoxycarbonyl) vinyl phosphate		Crotoxyphos
	2,2-Dichlorovinyl dimethyl phosphate		Dichlorvos
	1,2-Dibromo-2,2-dichloroethyl dimethyl phosphate		Naled
29.21	*O*-4-Bromo-2,5-dichlorophenyl *OO*-dimethyl phosphorothioate	29.21	Bromophos
	O-4-Bromo-2,5-dichlorophenyl *OO*-diethyl phosphorothioate		Bromophos-ethyl
	O-2,4-Dichlorophenyl *OO*-diethyl phos-phorothioate		Dichlofenthion
	1,9,10,11,12,12-Hexachloro-4,6-dodioxa-5-thiatricyclo[7,2,1,0^{2,6}] dodec-10-ene 5-oxide		Endosulfan
	OO-Dimethyl *O*-2,4,5-trichlorophenyl phosphorothioate		Fenchlorphos
	OO-Dimethyl *O*-3-methyl-4-nitrophenyl phosphorothioate		Fenitrothion
	OO-Diethyl *O*-4-nitrophenyl phosphorothioate		Parathion
	OO-Dimethyl *O*-4-nitrophenyl phosphorothioate		Parathion-methyl
29.23	3-(3-Dimethylaminopropyl)-1,2:4,5-dibenzocyclopheptadien-3-ol	29.23	5-(3-Dimethylaminopropyl)-10,11-dihydro-dibenzo [*a,d*] cyclophepten-5-ol
29.25	1-Naphthyl methylcarbamate	29.25	Carbaryl
	N-(3-Chloro-4-methoxyphenyl)-*N'N'*-dimethylurea		3-(3-Chloro-4-methoxy phenyl)-1,1-dimethylurea
	3,3'-Dichloro-5-trifluoromethyl-*NN'*-diphenylurea		1-(3-Chlorophenyl)-3-(3-chloro-5-trifluoromethyl phenyl)urea
	4,4'-Dichloro-3-trifluoromethyl-NN'-diphenylurea		1-(4-Chlorophenyl)-3-(4-chloro-3-trifluoromethyl-phenyl)urea
	Ethyl *N*-3-(1,2:5,6-dibenzo-cycloheptatrien-7-yl)propyl-methylcarbamate		Ethyl *N*-[3-(dibenzo[*a,d*] cyclohepten-5-yl)propyl]-methylcarbamate
29.26	*n*-Dodecylguanidinium acetate	29.26	Dodine
	3,4,5,6-Tetrahydrophthalimi-domethyl 2,2-dimethyl-3-(2-methylprop-1-enyl)cyclopro-panecarboxylate		Tetramethrin
29.29	*N*-3,4-Dichlorophenyl-*N'*-methoxy-*N'*-methylurea	29.29	Linuron
	N-4-Chlorophenyl-*N'*-methoxy-*N'*-methylurea		Monolinuron
	O-α-Cyanobenzylideneamino *OO*-diethyl phosphorothioate		Phoxim
29.30	4,4'-Di*iso*cyanatodiphenyl-methane of a purity not less than 85 per cent	29.30	Di-(4-*iso*cyanatophenyl)-methane of a purity not less than 85 per cent
	4,4',4''-*Tri*isocyanatotriphenyl-methane		Tri(4-*iso*cyanatophenyl)-methane
29.31	2-Methyl-2-(methylthio)pro-pionaldehyde *O*-(methylcar-bamoyl)oxime	29.31	Aldicarb
	N-(Trichloromethanesulphenyl)-cyclohex-4-ene-1,2-dicarboxyimide		Captan
	N-(1,1,2,2-Tetrachloroethane-sulphenyl)cyclohex-4-ene-1,2-dicarboxyimide		Captofol
	4-Chlorophenylthiomethyl *OO*-diethyl phosphorodithioate		Carbophenothion
	2,6-Dichlorothiobenzamide		Chlorthiamid
	OO-Diethyl *O*-2-ethylthioethyl phosphorothioate		Demeton-*O*
	O-2-Ethylthioethyl *OO*-dimethyl phosphorothioate		Demeton-*O*-methyl
	S-2-Ethylthioethyl dimethyl phosphorothioate		Demeton-*S*-methyl
	S-2,3-Dichloroallyl di*iso*propyl-thiocarbamate		Di-allate
	OO-Dimethyl methylcarbamoyl-methyl phosphorodithioate		Dimethoate
	1,2-Di-(*N'*-methoxycarbonyl-thioureido)benzene		1,2-Di-(3-methoxycarbonyl-thioureido)benzene
	NN'-Diphenylthiourea		1,3-Diphenylthiourea
	1,4-Dioxan-2,3-dithiol di-(*OO*-diethyl phosphorodithioate)		Dioxathion
	OOO'O'-Tetraethyl methylene di(phosphorodithioate)		Ethion
	Ethylcarbamoylmethyl *OO*-dimethyl phosphorodithioate		Ethoate-ethyl
	N-(Trichloromethanesulphenyl)-phthalimide		Folpet
	4-(Methylthio)-3,5-xylyl methylcarbamate		Methiocarb
	S-*n*-Propyl *n*-butylethylthio-carbamate		Pebulate
	OO-Diethyl ethylthiomethyl phosphorodithioate		Phorate
	2-Chloroallyl diethyldithio-carbamate		Sulfallate
	2,4,5,4'Tetrachlorodiphenyl sulphone		Tetradifon
	2,4,5,4'-Tetrachlorodiphenyl sulphide		Tetrasul
	S-2,3,3-Trichloroallyl di*iso*pro-pylthiocarbamate		Tri-allate
	Dimethyl *S*-2-(1-methylcar bamoylethylthio)-ethyl phosphoro-thioate		Vamidothion
29.34	Dimethyl 2,2,2-trichloro-1-hydroxyethylphosphonate	29.34	Trichlorfon
29.35	2-Ethylamino-4-methylthio-6-*iso*propylamino-1,3,5-triazine	29.35	Ametryne
	1-(4-Amino-2-*n*-propyl-5-pyrimidylmethyl)-2-picolinium chloride *mono*hydrochloride		Amprolium hydrochloride
	OO-Dimethyl 4-oxobenzotriazin-3-ylmethyl phosphorodithioate		Azinphos-methyl
	N-Benzothiazol-2-yl-*NN'*-dimethylurea		1-Benzothiazol-2-yl-1,3-dimethylurea
	2-(4-Chloroanilino)-5-(4-chloro-phenyl)-3,5-dihydro-3-*iso*pro-pyliminophenazine		Clofazimine
	4-Hydroxy-3-(1,2,3,4-tetra-hydro-1-naphthyl)coumarin		Coumetetralyl
	OO-Diethyl *O*-4-methyl-2-*iso*pro-pyl-6-pyrimidyl phosphorothioate		Diazinon
	NN'-Di(benzothiazol-2-ylthio-methyl)urea		1,3-Di(benzothiazol-2-ylthiomethyl)urea
	4-Cyclododecyl-2,6-dimethyl-morpholinium acetate		Dodemorph acetate
	11-(3-Dimethylaminopropyli dene)-6,11-dihydrobenzo[*b,e*]-thiepin hydrochloride		Dothiepin hydrochloride
	11-(3-Dimethylaminopropyli-dene)-6,11-dihydrodibenz[*b,e*]-oxepin hydrochloride		Doxepin hydrochloride
	1-(1-[3-(4-Fluorobenzoyl)-propyl]-1,2,3,6-tetrahydro-4-pyridyl)-benzimidazolin-2-one		Droperidol
	7-Oxabicyclo[2,2,1]heptane-2,3-dicarboxylic acid		Endothal
	2-Piperidinoethyl 3-methyl-4-oxo-2-phenylchromene-8-carboxy-late hydrochloride		Flavoxate hydrochloride
	10-(3-[4-(2-*n*-Heptanoyloxyethyl)-piperazin-1-yl]propyl)-2-tri fluoromethylphenothiazine		Fluphenazine
	8-[4,4-Di-(4-fluorophenyl)butyl]-1-phenyl-1,3,8-triazaspiro[4,5]-decan-4-one		Fluspirilene
	α-(4-[4,4-Di-(4-fluorophenyl)-butyl]piperazin-1-yl)acet-2',6'-xylidide		Lidoflazine
	(6-Chloro-2-oxobenzolin-3-yl)-methyl *OO*-diethyl phosphoro-dithioate		Phosalone
	1-(1-[4,4-Di-(4-fluorophenyl)-butyl]-4-piperidyl)-benzimidazolin-2-one		Pimozide
	(±)-2,3,5,6-Tetrahydro-6-pheny-limidazo[2,1-b]thiazole		Tetramisole
	OO-Diethyl *O*-pyrazin-2-yl phos-phorothioate		Thionazin

Tariff heading	Present description	Tariff heading	Revised description
	1-[3-(4-Fluorobenzoyl)propyl]-4-hydroxy-4-(3-trifluoromethylphenyl)piperidine		Trifluperidol
	1-[3-(4-Fluorobenzoyl)propyl]-4-hydroxy-4-(3-trifluoromethylphenyl)piperidinium chloride		Trifluperidol hydrochloride
29.39	4-Chloro-17β-hydroxyandrost-4-en-3-one acetate	29.39	Clostebol acetate
	11β,17α-Dihydroxypregna-1,4-diene-3,20-dione		Deprodone
	9α-Fluoro-11β,17α-dihydroxypregn-4-ene-3,20-dione 17-acetate		Flugestone 17-acetate
	3-Cyclopentyloxy-17α-ethynyloestra-1,3,5(10)-trien-17β-ol		Quinestrol
29.42	(+)-9-*N*′*N*′-Diethylureido-4,6,6a,7,8,9-hexahydro-7-methylindolo-[4,3-*f,g*]quinoline hydrogen maleate	29.42	Lysuride hydrogen maleate
	N^4-*n*-Propylajmalinium hydrogen tartrate		Prajmalium bitartrate
29.44	*N*-(4-Guanindinoformimidoyl-piperazin 1-ylmethyl)tetracycline dihydrochloride	29.44	Guamecycline dihydrochloride
	3-(4-Methyliperazin-1-ylimino-methyl)rifamycin SV		Rifampicin

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 28.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.30	Di*iso*cyanatotoluene, mixed isomers, containing not more than 70 per cent by weight of 2,4-di*iso*cyanatotoluene	Undistilled TDI	December 31, 1973	11257
29.31	*S*-Ethyl di-*n*-propylthiocarbamate	as in previous column	December 31, 1973	11364
73.18	Longitudinally double welded linepipe in lengths of not less than 9.14 m. and not more than 13.11 m. with an outside diameter of not less than 911.2 mm. and not more than 917.6 mm. and a wall thickness of not less than 10.59 mm. and not more than 12.24 mm. containing not more than 0.14 per cent by weight of carbon, not more than 1.5 per cent by weight of manganese, not more than 0.015 per cent by weight of sulphur with a yield strength of not less than 45.7 kg./mm.^{2} and not more than 59.8 kg./mm.^{2} in a direction transverse to the pipe axis and a Charpy V notch value at −10°C. of not less than 61 joule in parent material with the specimen length orientated in a direction transverse to the pip e axis	36 in. outside diameter linepipe	April 1, 1973	14149
	Longitudinally double welded linepipe in lengths of not less than 9.14 m. and not more than 13.11 m. with an outside diameter of not less than 911.2 mm. and not more than 917.6 mm. and a wall thickness of not less than 15.08 mm. and not more than 17.46 mm. containing not more than 0.14 per cent by weight of carbon, not more than 1.5 per cent by weight of manganese, not more than 0.015 per cent by weight of sulphur with a yield strength of not less than 42.2 kg./mm.^{2} and not more than 59.8 kg./mm.^{2} in a direction transverse to the pipe axis and a Charpy V notch value at −10°C. of not less than 61 joule in parent material with the specimen length orientated in a direction transverse to the pipe axis	36 in. outside diameter linepipe	April 1, 1973	14149
85.21	Containers for electronic microcircuits consisting of metal (kovar) eyelets whose overall diameter is not greater than 0.215 in., glass filled and fused to form an hermetic seal with two or more lead/wire attachments—leads isolated by glass from metal eyelet, all metal parts nickel or gold plated—one lead/wire may be attached to metal eyelet to form earth	Transistor headers	December 31, 1973	14126

Chile: summer hours at Embassy

BRITISH businessmen visiting Chile are advised that HM Embassy at Santiago is going over to summer hours from December 18 until February 28, 1973. Working hours during this period will be 8.30 a.m. to 2.00 p.m. **CRE ext. 2289**

Italy: introduction of value added tax

THE Italian *Gazzetta Ufficiale* of November 11 published the text of Decree No. 633 setting out the legislation for the application of the Value Added Tax (Imposta Valore Aggiunto) on January 1, 1973.

VAT will, on its introduction, replace a number of taxes, the most important being the general turnover tax (IGE) and the equalisation or compensatory tax.

The standard rate will be 12 per cent, with a reduced rate of 6 per cent for basic necessities, eg agricultural and fishery products, foodstuffs and pharmaceuticals, and the higher rate of 18 per cent for luxury articles. The lists of goods (in Italian) subject to the 6 per cent rate and products attracting the 18 per cent luxury tax can be sent on request or seen at Export House. A translation is being prepared and will be available shortly. Products not specified on these lists will be subject to the standard rate of 12 per cent.

EDB ext. 466/467/482

Nigeria: decimalisation of currency

EXPORTERS are reminded that Nigeria will change over to a decimal currency system on January 1, 1973. The unit of currency will be the Naira which will be divided into 100 Kobo. One Naira will be equivalent to the existing 10 shillings and denominations in circulation will be as follows:

Notes: 50 Kobo; 1, 5, 10, 50 and 100 Naira
Coins: ½, 1, 5, 10 and 25 Kobo. **CRE ext. 3064/3338**

Hints to business men booklets

REVISED editions of the booklets on Czechoslovakia and the Republic of Zaire have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room D.24, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext 7146) or to any Regional Office of the Department of Trade and Industry.

Anglo-Hungarian trade arrangement for 1973

ANNUAL trade discussions between the United Kingdom and Hungary were held in London from November 27 to December 1 to establish the quota arrangements for trade between the two countries in 1973. Apart from Hungarian goods which are imported into the United Kingdom under open licence, the quotas listed in Annex I, Part I below will apply for the year 1973. Annex I, Part II lists the quotas for January 1973 on items to be removed from quantitative restriction on February 1, 1973.

ANNEX 1 Part 1

Hungarian goods for import into the United Kingdom during the twelve months ending December 31, 1973

Item no.	Description	Value £'000 cif unless otherwise stated
1 ex 02.06	Bacon	tons 2,000 (a) (b)
2 ex 07.01	Fresh vegetables being:	
	(a) Tomatoes during the period May 15, 1973 to October 31, 1973	tons 50
	(b) Green beans during the period June 1, 1973 to September 30, 1973	tons 10
	(c) Lettuce and endives during the periods February 1, 1973 to June 15, 1973 and November 15, 1973 to December 31, 1973	tons 10
3 ex 07.02	Vegetables preserved by freezing being: Asparagus, green beans, broccoli and cauliflower, brussels sprouts, carrots, celery, mushrooms, dry-bulb onions and shallots, green peas, rhubarb and spinach	tons 700
4 ex 07.03	Vegetables provisionally preserved containing cauliflower	15
5 ex 07.04	Dried vegetables being: Asparagus, green beans, broccoli and cauliflower, brussels sprouts, carrots, celery, herbs (other than in bulk), mushrooms, dry-bulb onions and shallots, rhubarb and spinach	945
6 ex 08.10 ex 20.03	Fruit preserved by freezing being: Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries (of which not more than 500 tons for raspberries and strawberries taken together and 50 tons for blackcurrants)	tons 1,500
7 ex 08.11 ex 20.06	Fruit pulp of: Apple, cherry, currant, gooseberry, loganberry, pear, plum, raspberry and strawberry (of which not more than 50 tons each for raspberry and strawberry and not more than 200 tons for blackcurrant)	tons 1,000
8 ex 08.12	Dried fruit being: Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries	100
9 ex 20.01	Vegetables prepared or preserved by vinegar or acetic acid containing beetroot, cauliflower or onions (including mixed pickles)	100
10 ex 20.02	Canned or bottled vegetables being: Asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, mushrooms, dry-bulb onions and shallots, green peas, rhubarb and spinach	130
11 ex 20.05	Jams and fruit jellies of: Apple, cherry, currants, gooseberry, loganberry, pear, plum, raspberry and strawberry (of which not more than 500 tons for raspberry and strawberry taken together and 150 tons for blackcurrant)	tons 3,200
12 ex 20.06	Canned or bottled fruit being: Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries (of which not more than £20,000 for raspberries and strawberries taken together and £10,000 for blackcurrants)	425
13 ex 20.27	Juices of: Apple, blackcurrant and pear	65
14 36.06	Matches (excluding Bengal matches)	80
15	Gloves (of which not more than £200,000 for leather gloves or alternatively £225,000 for fabric gloves) the following:	294
ex 39.07	Plastic gloves	
ex 40.13	Rubber gloves	
ex 42.03	Leather gloves including gloves of leather and furskin or of leather and artificial fur	
ex 43.03	Gloves of furskin	
ex 60.02	Gloves knitted to shape or crocheted to shape not elastic nor rubberised	
ex 61.10	Gloves of woven cotton or flax	
16	Fabrics of man-made fibres, the following:	sq. yd. 1,505,000
51.04 56.07	Woven fabrics of man-made fibres	
ex 60.01	Knitted or crocheted fabrics of man-made fibres	
17	Fabrics and made-up textile articles of wool or fine animal hair the following:	45
53.11	Woven fabrics of wool or fine animal hair	
ex 62.01	Travelling rugs and blankets (other than electric blankets) of woven wool or fine animal hair	
ex 62.05	Other made-up textile articles of woven wool or fine animal hair, excluding those made-up from narrow fabrics	
18	Woven fabrics and made-up textile articles of flax, the following:	
ex 54.05 ex 62.02	(a) Tea towelling and tea towels of flax	sq. m. 184,000
ex 54.05 ex 62.02	(b) Other woven fabrics of flax, bed linen, table linen, toilet linen and kitchen linen (other than tea towels), curtains and other furnishing articles of woven flax	95
ex 62.05	Other made-up textile articles of woven flax excluding those made up from narrow fabrics	
19 55.07 55.08 55.09	Woven fabrics of cotton of which not more than 2,715,370 sq. yd. for finished fabric	sq. yd. 4,074,120
20 ex 58.05 ex 59.13	Narrow fabrics of woven cotton or wool or of non-elastic or non-rubberised knitted or woven man-made fibres	50
21 ex 58.10	Embroidery in the piece in strips or in motifs on woven cotton	35
22	Stockings and socks the following:	85
ex 60.03 ex 61.10	of knitted cotton, man-made fibres or wool of woven cotton	
23	Apparel the following:	
ex 60.04	(a) Undergarments of knitted or crocheted cotton, man-made fibres or wool	
ex 60.05	Outer garments and other articles of apparel of knitted or crocheted cotton, man-made fibres, wool or fine animal hair	980
ex 61.01 ex 61.02 ex 61.03 ex 61.04	(b) Outergarments of woven man-made fibres or flax Undergarments of woven flax	
ex 61.06	Shawls and other articles falling within 61.06 of woven man-made fibres or flax	820
ex 61.07	Ties, bow ties and cravats of woven flax	
ex 61.01 ex 61.02	(c) Outergarments of woven cotton	
ex 61.03 ex 61.04	Undergarments of woven cotton (of which not more than 1,287,490 sq. yd. for shirts)	
ex 61.05	Handkerchiefs of woven cotton	
ex 61.06	Shawls and other articles falling within 61.06 of woven cotton	sq. yd. 3,237,115
ex 61.07	Ties, bow ties and cravats of woven cotton	
ex 61.08	Collars and other articles falling within 61.08 of woven cotton	
ex 61.09	Corsets and other articles falling within 61.09 of woven cotton	
24	Woven fabrics of true hemp and made-up textile articles of cotton or of man-made fibres or of true hemp, plastic storm hats, hat forms, hat bodies, and hoods of felt (of which not more than £55,000 for goods of true hemp) the following:	
ex 60.05 ex 62.02	(a) Bed linen, table linen, toilet linen and kitchen linen, curtains and other furnishing articles of cotton	
ex 62.01	Travelling rugs and blankets (other than electric blankets) of woven cotton	sq. yd. 604,335
ex 62.05	Other made-up textile articles of woven cotton, excluding those made-up from narrow fabrics	
57.09	(b) Woven fabrics of true hemp	
ex 60.05	Bed linen, table linen, toilet linen and kitchen linen, curtains and other furnishing articles of knitted man-made fibres	
ex 62.01	Travelling rugs and blankets (other than electric blankets) of woven man-made fibres	
ex 62.02	Bed linen, table linen, toilet linen and kitchen linen, curtains and other furnishing articles of woven man-made fibres or true hemp	300
ex 62.05	Other made-up textile articles of woven man-made fibres or true hemp excluding those made-up from narrow fabrics	
ex 65.01	Hat forms, hat bodies and hoods of felt not exceeding £10,000	
ex 65.04	Plastic storm hats	
25 ex 62.04	Woven cotton tents	sq. yd. 175,155
26 ex 64.01 ex 64.02	Footwear wholly of rubber or with uppers mainly of rubber. Footwear with rubber soles and textile uppers	95
27 69.11 69.12 69.13	Domestic and ornamental china and earthenware (of which not more than £40,000 for ornamental ware)	90
28 ex 85.15	Transistorised radio and television broadcast receivers	180
29 85.21	Electronic valves and tubes and semi-conductors (of which not more than £65,000 for semi-conductors)	300

(a) Subject to Public Health Imported Food Regulations.
(b) Basic quota for period April 1, 1972 to March 31, 1973 under the general arrangements for imports of this commodity.

ANNEX 1 Part 2
Hungarian goods for import into the United Kingdom during January 1973

Item no.	Description	Value £'000 cif unless otherwise stated
30 ex 02.01	Chilled pigmeat and edible pigmeat offals	pm (a)
31 ex 04.03	Fresh butter	pm
32 ex 07.01	Fresh vegetables being: Asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, green peas, radishes, spinach and turnips	tons 33
33 ex 08.06	Fresh apples and pears	tons 20
34 ex 08.06 } ex 08.08 }	Fresh fruit being: Cherries and plums, currants, gooseberries, loganberries, raspberries and strawberries	tons 167
35 ex 16.01	Pork sausages other than salami	8.3 (a)
36 ex 16.02	Canned ham	41.5 (a)
37 ex 16.02	Other canned or fully cooked pigmeat	37.5 (a)
38 ex 16.02	Prepared poultry (fully cooked)	8.3 (b)

(a) Subject to Public Health Imported Food Regulations.
(b) As defined by Poultry Carcases Landing Order 1971.

Licensing arrangements for imports of polyester cotton textiles from Taiwan

A QUOTA of 7.2 million sq. yds. for goods exported from Taiwan in the period from October 1, 1972 to December 31, 1973 has been established. The returns requested in the Notice published on page 304 of *Trade and Industry*, November 16 from importers of polyester cotton textiles from Taiwan have now been examined and show that orders placed before November 17 for goods not exported before October 1 exceeded the quota limits. Allocations under the quota will therefore be confined to such goods.

Definitions and coverage

The restrictions apply to polyester cotton textiles as defined in the Notice on page 304 of *Trade and Industry* of November 16 and cover woven textiles of the descriptions and within the tariff headings listed on page 303 of the same journal [relating to imports of polyester cotton textiles from Hong Kong].

Categorisation

In 1973 the quota will not be divided into categories and importers who are given allocations under the quota will be able to use these to import any restricted polyester/cotton textiles.

Goods exported after October 1 but before November 17

As indicated on page 366 of the notice in *Trade and Industry* of November 23, 1972, goods exported on or after October 1 but prior to

(*continued on next page*)

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COTTON TEXTILES FROM TAIWAN
continued

November 17 are eligible for import licences. Applications for licences should be made on form ILB/A to Import Licensing Branch, Department of Trade and Industry (address below) and should be accompanied by a copy of the Bill of Lading and a statement of the expected date of arrival in the UK. A separate application should be made for each consignment and the licence issued will be valid for a period extending to two weeks after the expected arrival date.

Allocation and administration of quota goods ordered before November 17 and not exported before that date

The quota has been allocated having regard to the information provided in the returns of imports of polyester cotton textiles referred to above. As indicated in the first paragraph of this notice these returns have revealed that orders placed before November 17, 1972 considerably exceed the amount of the quota which has been established. It has therefore been possible to meet in full only the requirements of traders with small commitments: the allocations made to all other traders with firm orders cover only a proportion of the orders they had entered into prior to November 17, 1972. Importers have now been advised of the size of their allocations. Applications for import licences within these allocations should be submitted to Import Licensing Branch, Sanctuary Buildings, 20 Great Smith Street, SW1 on form ILB/A. A separate application should be submitted for each category of goods. The appropriate four figure Customs tariff heading should be given where known. For made-up goods the quantity should be given. Evidence that the goods were ordered prior to November 17, 1972 must be provided with each application either by a copy of the order or contract document.

No licences will be issued in the current quota period for woven polyester cotton textiles for which firm orders were not placed prior to November 17, 1972. Importers are reminded that goods for which no licence has been issued are liable to seizure by HM Customs and Excise.

Re-export

These arrangements do not cover any special arrangements for re-export.

Inquiries

Inquiries about licensing arrangements should be made to Import Licensing Branch, Department of Trade and Industry, Sanctuary Buildings, 16/20 Great Smith Street, London SW1 (Tel: 01-222 7877 ext. 3404). General inquiries about the restraint arrangements should be made to Chemicals and Textiles Division, Department of Trade and Industry, 20th Floor, Millbank Tower, London SW1 (Tel: 01-828 7777 ext. 661/653).

Provisional anti-dumping charge on East German pig iron extended

THE provisional anti-dumping charge of £5 per tonne imposed on East German pig iron for a period of three months from September 12, 1972 will be extended for another three months from December 11, 1972. The extension is made effective by 'The Anti-Dumping Provisional Charge to Duty (Extension) Order 1972' copies of which are available from HMSO, 49 High Holborn, London WC1 (price 3p) or by post from HMSO, PO Box 569, London SE1 (price $\frac{1}{2}$p).

European patent convention

THE text of the Draft Convention Establishing a European System for the Grant of Patents is being published in mid-December by the German firm Wila Verlag für Wirtschaftswerbung Wilhelm Lampl in Munich. The text, which is in three languages (English, French and German), may be purchased from the above firm and orders should be sent to the Sales Office, Wila Verlag für Wirtschaftswerbung Wilhelm Lampl, D8000 München 21, Landsberger Str. 191A. The price (including postage and packing) is DM 14.50 for single copies and DM 53.50 for four copies.

TARIFF & TRADE NOTICES

Details of European Communities legislation which formerly appeared on this page are now published in the European Communities Section of the journal.

Spain

IMPORT QUOTA EXTENSION—COATED PAPER: The Spanish *State Gazette* of December 4 announced an extension of validity until February 28, 1973 on tariff heading 48.07-B.1, Coated paper weighing 65 grams or less per square metre; import quota 7,000 tons with import duty of 3 per cent. **EDB ext. 462/471/472/473**

IMPORT DUTY REDUCTIONS—HARVESTERS: The Spanish *State Gazette* of November 22 announced import duty reductions on tariff heading 84.25.C.1.a—self-propelled harvesters for cereals and seeds—as follows:

Until December 31, 1972	12.7 per cent
From January 1, 1973	13.3 per cent
From January 1, 1975	14.1 per cent
From January 1, 1976	15 per cent
From January 1, 1977	16 per cent

EDB ext. 462/471/472/473

Portugal

IMPORT UNDER DRAWBACK OF IRON OR STEEL HOOP AND STRIP: Portuguese *Diario do Governo*, First Series, No. 267 of November 16 published Order 677/72 which authorised the import under drawback of hoop and strip of iron or steel (73.12.03 of the import tariff) for the manufacture of bicycle frames for export. All such imports are subject to a favourable decision of the Inspectorate General of Agricultural and Industrial Products. The frames must be exported within two years of the import of raw materials. **EDB ext. 460/461**

Irish Republic

TOMATOES FREED FROM IMPORT LICENSING: On November 26, 1972, under the Tomatoes (Regulation of Import) Order 1948, licences ceased to be required for the import of raw tomatoes into the Irish Republic. Licences under the Colorado Beetle Orders, 1945 and 1962, and the Foot and Mouth Disease (Importation of Plants) Orders, 1952 and 1962, are still required.

EDB ext. 466/467/482

Iran

IMPORT OF PVC POWDER AND MIXTURE: The Iranian Ministry of Economy have advised the Central Bank of Iran that during the current Iranian year (ending March 20, 1973), and until further notice, there will be no objection to the registration of orders for the import of polyvinyl chloride powder and mixture.

EDB ext. 420/475

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Israel

FUEL OIL BURNERS: The Israeli authorities have introduced an order prohibiting the production, sale and possession of fuel oil burners for heating houses and apartments. In addition, regulations have been published on the prevention of air pollution by fuel oil burners for heating houses and apartments. Copies of both the order and the regulations are available on request.

EDB ext. 420/475

PORTS REGULATIONS: The Israeli authorities have issued regulations concerning the handling of cargoes by the roll-on/roll-off system, including fees charged. In addition, an amending order has been introduced in respect of the maximum remuneration for roll-on/roll-off stevedoring services. Details are available on request.

EDB ext. 420/475

PESTICIDES IN FOOD PRODUCTS: The Israeli Ministers of Agriculture and Health have issued a new order on residues of pesticides in food products. Fuller details are available.

EDB ext. 420/475

Zaire

IMPORT OF COINS: Zambian Circular 142 of October 31 announced that the import of coins (tariff position 72.01.10) is now subject to the prior authorisation for the Banque du Zaire.

EDB ext. 462/471/472/473

Morocco

IMPORT DUTIES—CHEMICAL PRODUCTS: The Moroccan *Bulletin Officiel* of October 25 announced the following amendment to the customs tariff. The legislation took effect on October 30.

Tariff no.	Description	Tariff	
		General	Working
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included		
	B others:		
	I dodecylbenzene	30	10
	II not specified	20	15

EDB ext. 420/475

South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List 577, published in the South African *Government Gazette* of December 8, 1972, contains applications to the Board of Trade and Industries for increases in duty on:

Vinyl chloride polymer and copolymer coatings on textile or other fibre fabrics, textile fabrics impregnated, coated, covered or laminated with polyvinyl chloride or polyurethane (39.01.80.70, 39.02.50.55, 39.02.50 and 59.08.90)

Vinyl chloride emulsion and paste making polymers

Polyurethane foam plastic

Flowers, foliage or fruit of artificial plastic material or feathers.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make presentations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. Any firm proposing to make independent representations to the South African authorities and requiring further information concerning the application, should address inquiries to Commercial Relations and Exports Division.

CRE ext. 2274

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Australia

RESULT OF SPECIAL ADVISORY AUTHORITY INQUIRY ON PHTHALIC ANHYDRIDE: The Australian Minister for Trade and Industry recently referred to the Special Advisory Authority for inquiry and report the question whether it was necessary for urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of phthalic anhydride, tariff items 29.15.100 and 38.19.900. The inquiry has now been completed and as a result a temporary duty has been imposed based on a support value of 280 dollars per ton, at the rate of 90 per cent of the temporary support value differential. These new duties became operative on December 1 and exclude goods in transit on or before October 17, 1972. Ref. CRE 2161/72

CRE ext. 2318/2319

TARIFF BOARD INQUIRY ON PHTHALIC ANHYDRIDE: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of phthalic anhydride (tariff items 29.15.100 and 38.19.900).

Details of the tariff items under which the goods are dutiable may be obtained from Tariff Section, Export Data Branch (ext. 468/469/401).

The matter has been reported by the British High Commission at Canberra which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence; notification must be given to the Australian authorities by December 28. Before that date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should advise the Commercial Relations and Exports Division, quoting reference CRE 2367/72. Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

CRE ext. 2318/2319

New Zealand

DEFERMENT OF PUBLIC HEARING—SUGAR AND SUGAR SYRUPS: (tariff items ex 17.01, ex 17.02, ex 17.03, ex 17.05 and ex

(*continued on next page*)

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NEW ZEALAND
continued

29.43): The public hearing set down for Tuesday February 27, 1973 has been cancelled. Details of this inquiry were given in *Trade and Industry* of October 26, 1972, pages 169–171. The new date for the hearing will be published in *Trade and Industry* when it is known. Ref. CRE 1162/72 **CRE ext. 2321**

EMERGENCY PROTECTION AUTHORITY—LATCHES, RIVETS AND RULERS: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods:

Rim cylinder night latches

Tubular rivets blind of base metal

Plastic rulers 30 centimetres long.

Details of the tariff items, under which the goods are dutiable, are given below.

Tariff item	Unit	British preferential	Most favoured nation	General
ex 83.01.019		Free	20%	45%
ex 83.09.023	Thousands	Free		20%
ex 90.16.009		Free	20%	25%

The Emergency Protection Authority is required to report to the Minister by December 28, 1972. In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', telephone Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member: Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division. Ref CRE 1195/72. **CRE ext. 2321**

United States

STATE OF MICHIGAN—USE OF SAFETY GLASS: The State of Michigan Legislature has passed a Bill (number 5740), operative from January 1, 1973, requiring the use of toughened safety glass for hazardous locations, eg stormdoors, bath-tub enclosures, homes, and buildings. While this law applies only to Michigan it is anticipated that it may be adopted by other States. It is hoped that a copy of the Bill will be received by the time this Notice appears.
EDB ext. 455/456/457

UPHOLSTERED FURNITURE: Proceedings have been instituted in the United States for the development of a flammability standard for upholstered furniture and fabrics used in these products. Comments should be submitted (four copies) by December 29, to the Assistant Secretary for Science and Technology, Room 3862, US Department of Commerce, Washington DC 20230. (FR 29.11.72)
CRE ext. 2397

Bahamas

CUSTOM TARIFF CHANGES—ROCK AGGREGATE; CANDY: The Bahamas Ministry of Finance has announced two tariff amendments which came into effect on November 1. The first imposes a tariff on rock aggregate, which used to be duty free, and the second provides for increased duty on candy. The new rates of duty are as follows:

Article	Rate of duty: Preferential tariff	Rate of duty: General tariff
Rock aggregate *ad val*	18%	20%
Candy (excluding chocolate, chocolate bars and other soft confectionery) *ad val*	25%	50%

EDB ext. 7312/474/476

Jamaica

IMPORT LICENCE CHANGES: The Jamaican authorities have issued Notices 2806, 2807, 2808 and 2810 dated November 20, 20, 22 and 24 respectively advising that the following items have been added to the exceptions of the Jamaican Open General Licence:

Refrigerators—all types and parts therefor
Tractors
Imitation Jewellery—all types
Tape decks
Cassette players—all types

To the above and following items a total import ban is currently applicable and all outstanding licences are to be revoked immediately.

Radiograms	Gramophones
Record players	Stereograms
Tape recorders	Juke boxes

EDB ext. 7312/474/476

Trinidad

IMPORT LICENCE CHANGES: The Trinidad authorities issued Notice 5 of November 7 which states that the following items require an import licence:

Paper pins (also called straight or ordinary pins)
Hair pins
Hair clips
Wire hangers
Wire handles
Staple pins

EDB ext. 7312/474/476

Colombia

FERTILISERS—DUTY REDUCED: Colombian Decree 1952 lowers the rate of duty on the following goods:

Tariff no.	Description	Duty *ad val*
31.03.E	Mixtures as defined in paragraphs B and C of Note 31-2	1%
31.04.F	Mixtures as defined in paragraph B of Note 31-3	1%
31.05.A.III.a	Mineral or chemical fertilisers composed of at least two fertilising substances: nitrogen, phosphoric acid and potassium, mixtures of mineral or chemical fertilisers with fertilisers of animal or vegetable origin, containing in this case more than 40 per cent of fertilising substances	1%

EDB ext. 474/476/7312

Bolivia

IMPORT DUTY REDUCTIONS: The import duty on the following goods has been reduced recently:

certain spares, accessories and tyres for motor vehicles
certain products imported under the Bolivian mining regulations
articles of prime necessity (mainly foodstuffs)
certain other goods within the Brussels Nomenclature chapter headings 32, 34, 35, 51, 53, 61, 64, 69, 73, 82, 84, 85 and 87.

EDB ext. 474/476/7312

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Ecuador

IMPORT CONCESSION ON CEMENT: Supreme Decree 1185 allows the Ecuadorean Ministry of Production, directly or through public or private entities over which in this instance it has control, to import the quantity of cement which it deems necessary to meet the needs of the market without adversely affecting national production. Cement imported thus will be exempt from consular fees, customs duties, commercial transactions tax and prior deposit.

EDB ext. 474/476

Med Trade Line's 'Anaisabel' takes on a Gibraltar-bound cargo of building equipment at Cliff Quay, Ipswich. Cory Brothers Shipping Ltd., part of the Powell Duffryn Group, has won a contract as UK agents for the Med Trade Line to ship building equipment and supplies for 625 houses being built on the Rock by a British construction company.

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Duties of the Director General of Fair Trading

—Sir Geoffrey Howe

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, listed on December 7 some of the duties of the Director General of Fair Trading, whose appointment is proposed in the Fair Trading Bill, published last week. He told the annual meeting of the National Council of Social Service in London:

'The Director General will have the duty to keep his eye on developing new hazards for the customer. Where he discovers a new way of trading that operates in such a way as to damage the customers' economic interest, he will have the power to propose what will be, in effect, a new law for dealing with the new abuse. This proposal will be considered by the new Consumer Protection Advisory Committee. And if the Director General's proposal is approved, the Secretary of State will be able to invite Parliament to approve the new law, in the form of a statutory instrument.

'This way we shall have established a reasonably swift, and sensitive, machinery for responding to customer grievances about the state of the consumer protection law. The Director General should be able in this way to deal, so far as is necessary and justifiable, with such causes for concern as unjustifiable "exclusion clauses", unsolicited distribution of credit cards with unduly burdensome conditions attached to them. This is a powerful new machinery for extending and improving the legitimate protection of the customer, in face of rapidly changing trading techniques.

'But even if we have got our law into the right shape, I am only too ready to recognise that that will not, by itself, be anything like enough. For the customer who comes upon inadequate goods and services, who is hardly dealt with by some unfair trading practice, stands then in need of advice—and of a machinery that will enable him to remedy his grievance.

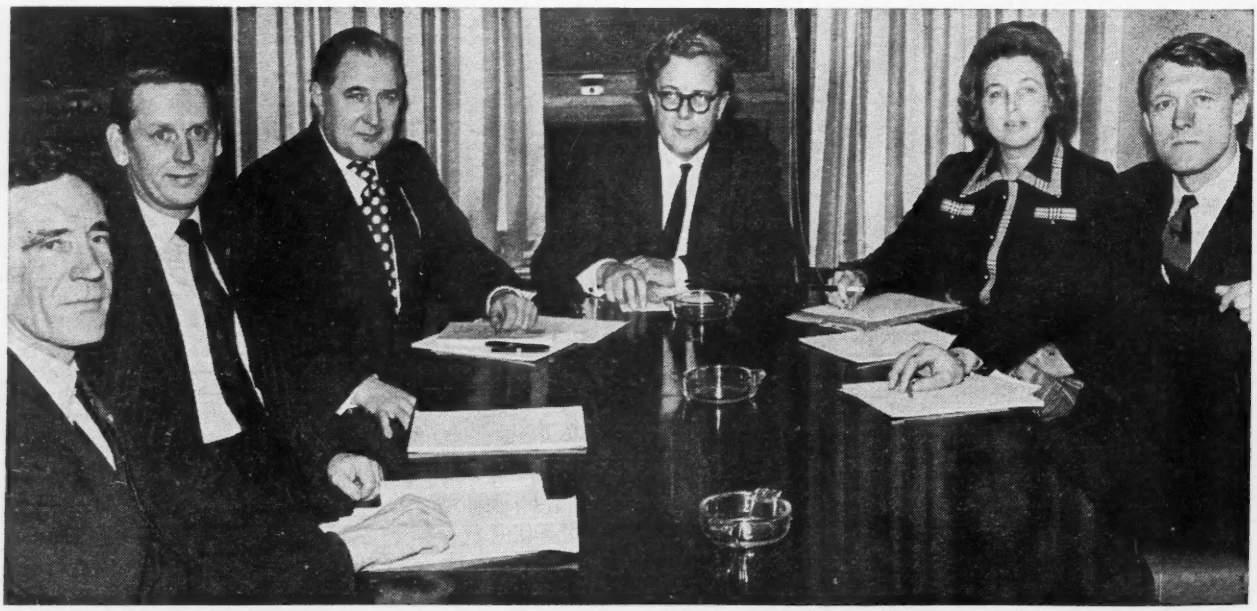
'Some people have sought to criticize the proposals we put forward last week because they do not deal with these problems. They have sought to draw the conclusion that the Government is unaware of them. I can assure them that nothing is further from the truth. And I hope very much that I should have the benefit of their assistance and advice in the development of appropriate solutions.

'Let me say a word first about advice. Purely legal advice will be more easily available next year as a result of the Legal Advice and Assistance Act that we have just enacted. It will be available too from a growing number of independent Legal Advice Centres.

'But it is not always legal advice that is needed. There is a need, too, for more informal advice and conciliation. I know, of course, how far this is already being made available through the 500 Citizen's Advice Bureaux who are represented here today. Ten per cent of the $1\frac{3}{4}$ million cases that were handled last year by Citizen's Advice Bureaux were concerned with customer complaints. Similar advice is available too, but to a widely varying extent, from local authority consumer advisory services. Yet a large part of the need for such advice is still unmet—much more in some parts of the country than in others. I hope to be able, with the assistance of local authorities and existing advisory services, to take steps towards establishing a nationwide network of advice centres.

'But still the redress of grievances will remain to be secured. One way of tackling this is by trying to reduce the frequency with which such grievances arise—by taking steps to eliminate shoddy trading and to raise the standards of service that are available.

'Here, too, the Director General of Fair Trading will have a part to play. For he will be able to take action in the courts against traders who persistently conduct their business in an unfair, unsafe or unhealthy way. Any trader who has been convicted of a series of criminal offences (for example under the Trade Descriptions or Food and Drugs Acts) or who has committed a series of breaches of contract is likely to attract the Director General's attention. He will be invited to give an undertaking to mend his ways. And if he declines to do so, or if he fails to keep his undertaking, he will be liable to be taken to court so that an order can be made, requiring



Ministers recently assigned responsibility for consumer aspects of the work of their Departments met at the Department of Trade and Industry last week under the chairmanship of Sir Geoffrey Howe, Minister for Trade and Consumer Affairs. From the left: Mr. David Lane and Mr. Michael Alison, Parliamentary Under-Secretaries of State, Home Office and Department of Health and Social Security respectively; Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs; Sir Geoffrey Howe; Mrs. Peggy Fenner, Parliamentary Secretary, Ministry of Agriculture; and Mr. Eldon Griffiths, Parliamentary Under-Secretary of State, Department of the Environment.

him to desist from his offending ways. The mere possibility of such a remedy being sought should have a powerful impact upon the standards of service available.

'Even then there will, of course, be cases in which the customer will need to find a way in which he can get his wrongs righted. The Government is well aware of the dissatisfaction that exists (not always on grounds of cost) with existing legal machinery to deal with such situations. And I understand only too well the ordinary citizen's reluctance to go to law. This is why we have recently made major changes in the procedure of the county courts, so as to make them simpler, cheaper, swifter and more approachable. But I am more than willing, as soon as I am able to do so, to respond to the pleas of those who would like us to discover or to develop still simpler, still more expeditious, ways of disposing of customer complaints.

'I have spoken about the position of the customer within our own country. But it is perhaps worth reminding you of the new dimension that will be added to the subject of consumer protection once we have joined the European Community on January 1.

'It is inevitable and right, as we join what is intended to be single Europe-wide market, that consumer protection questions should be increasingly considered on a European scale. In our view this whole field should be given the attention it deserves at the highest level in the Community Institutions.

Fair Trading Bill contains toughest-ever consumer protection measures

—Mr. Peter Emery

MR. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, said on December 8 that the Government had introduced a new Bill which comprised 'a series of tough measures giving more effective consumer protection than anything which had been contemplated before in this country.'

Mr. Emery told Lowestoft Chamber of Commerce: 'Against this it must be realised that the vast majority of manufacturing, retailers and service outlets set out to do their best to provide a good, fair and commendable service to consumers.

'Thus this legislation will, I am sure, have the support of the great majority of people who have thought about these problems—not only from the point of view of the consumer but also from the point of view of the trading community.

'For it is in everyone's interest that the small minority of traders who cause trouble should be subject to the most effective checks we can devise. The great majority of traders will benefit from this and will, I hope, be put in a position to provide a still better and more efficient service than they already do.

'But let it be understood that there must be reason on both sides, for there are unreasonable and overbearing customers just as there are traders who do not live up to their obligations. Both are equally unacceptable.'

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Councillor J. M. Armstrong, of Maryport, and Mr. E. Butcher, of Darlington, to be members of the Northern Gas Consultative Council.

Alderman Mrs F. M. Cocks, of Birmingham, and Councillor F. W. Beaman of Tamworth, to be members of the West Midlands Gas Consultative Council.

Councillor L. A. Porter, of Andover, and Mr. S. R. F. Vanderstegan-Drake, of Newbury, to be members of the Southern Gas Consultative Council.

Councillor Mrs. M. H. Woodwark, of St. Mary's, Isles of Scilly, to be a member of the South Western Electricity Consultative Council.

After opening 'Computer '72' at Olympia, Mr. Peter Walker, Secretary of State for Trade and Industry, is seen at one of the stands with Mr. L. B. Perillo, director of Rank Xerox Data Systems.

'By 1980, computers could be world's third largest industry'

—Mr. Peter Walker

A MASSIVE expansion of the computer industry was forecast by Mr. Peter Walker, Secretary of State for Trade and Industry when he opened the 'Computer '72' Exhibition in London on December 4.

'Two years ago your industry was in the doldrums,' he said.

'You were meeting your first recession. You are now making your first, I am delighted to say, strong recovery. There are none that doubt the massive expansion that will take place within your industry in the years that lie ahead. By 1980 the computer industry could well be the third largest industry in the world and perhaps by the end of the century the largest of all.

'It is my objective, and I know many of yours, to see that Britain, and in a wider context Europe, enjoys the benefit of expansion. Within a few weeks now we become part of the European Community. In the work of the computer Europe will be competing for world markets with America and with Japan. To do this we have a strong home base. Currently the European market for both computers and peripheral equipment is growing even faster than in the United States. It is for this reason that the British Government are talking with our French and German colleagues to explore every possibility for European collaboration and thereafter European success.

'Perhaps of as greater importance as participating in the growth of your industry itself is to see that we reap the rewards of applying effectively the managerial benefits that good computer systems can bring. It is your task to communicate the advantages of the computer to the layman. It is the layman's task to apply those advantages effectively and speedily. British management has considerable scope for improving its information and analytical systems. It is this scope that presents your opportunity.'

A complete series of five explanatory films about the Industrial Relations Act is now available.

The first of these films, An Introduction to the Act, was issued by the Department of Employment last autumn. Now you can also obtain four new films, each covering a major aspect of the Act.

All these films are in colour, all are 16mm, and each runs for approximately 15 minutes.

You can either buy or hire any of these films. A script is provided with every film, whether bought or hired.

The series comprises:

The Industrial Relations Act: An Introduction
(issued October 1971)
Explains the objectives of the Act and outlines its main provisions. Price £47·25. Minimum hire charge £1·60. Time 19 minutes.
Ref. No. UK 3106

The Act and the Individual
Examines the rights which the Act gives the individual worker in relation to both employers and unions. Price £33·75. Minimum hire charge £1·60. Time 13 minutes. *Ref. No. UK 3140*

The Act and the Trade Union
Looks at the effect of the Act on trade unions, and explains the new institutions and procedures. Price £33·75. Minimum hire charge £1·60. Time 14 minutes. *Ref. No. UK 3141*

The Act and the Employer
Explains the effect of the Act on employers in their dealings with individual workers and with trade unions. Price £47·25. Minimum hire charge £1·60. Time 18 minutes. *Ref. No. UK 3142*

Collective Bargaining and Agreements
Describes the machinery created by the Act to resolve problems of recognition and negotiating rights. Price £47·25. Minimum hire charge £1·60. Time 17 minutes. *Ref. No. UK 3143*

If you're involved in industrial relations—at company or plant level, in unions or management—you'll find these films invaluable. They will be particularly useful as teaching aids to anyone organising courses or seminars on the Industrial Relations Act.

Available from Central Film Library
Government Building, Bromyard Avenue, London W3 7JB or 16-17 Woodside Terrace, Glasgow C3 or 42 Park Place, Cardiff CF1 3PY.

There's food for thought in these five cans

(Issued by the Department of Employment)

Please send the coupon to any one of the above Central Film Library Addresses.
I should like further details about the series of films on the Industrial Relations Act 1971, and an order form for purchase/hire.* (*Delete as applicable).

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INDUSTRIAL RELATIONS ACT 1971

Now on film

Capital account challenge to British shipbuilders

—Mr. Peter Walker

'THE one objective of the Department of Trade and Industry is to obtain a commercial success out of proportion to the size of our population and the size of our raw material resources,' Mr. Peter Walker the Secretary of State for Trade and Industry told the Chamber of Shipping dinner in London on December 6.

'I recognise,' he said, 'that shipping is essentially international, that you wish to have the maximum freedom to operate throughout the world and to purchase your ships from throughout the world.

'But shipping like any other industry must also have regard to the commercial strength of the country upon which it is based. You will know my concern and the national concern, for the problems of our shipbuilding industry.

'One country, Japan, is coming increasingly to dominate the world shipbuilding scene and in these circumstances all other suppliers, even though they only meet part of your demands, take on a rather new significance.

'The history of commerce shows that successful undertakings are careful to preserve their supply lines and if wise, as Marks and Spencers will tell you, to take more than a passing interest in the welfare of those who supply materials and goods on which their own business ultimately depends.

'Your industry proudly boasts its considerable contribution to our invisible earnings. In doing so naturally the reference is made to our earnings on current account.

'There can be nobody in this room, however, who cannot have some regard to our position on capital account, when, for example, we discover that currently British shipping has on order nearly £1,600 million of ships, nearly £1,200 million of which is placed with foreign yards.

'In our struggle for commercial success it is surely vital that we see that in those spheres that our country does enjoy immense purchasing power, this purchasing power is used as effectively and efficiently as possible to bring sustained growth to our economy as a whole.

'The reason that the shipping and shipbuilding industries are of such importance to Britain is as an island race we have traded throughout the world. Your strength is closely related to our history. Your future strength is of immense importance to our future.

'In these last few years remarkable and radical changes have taken place in the shipping industry. Changes of such swiftness that perhaps there are few that recognise their full extent.

'In but five years the proportion of our maritime fleet composed of passenger ships and tramps has halved, of cargo liners has gone down by more than one third, whereas in contrast the proportion of our total tonnage of bulk carriers has increased by 50 per cent and of tankers by more than a third. Our total fleet is more than 25 per cent greater than it was five years ago and, as I have described, the nature of that fleet completely transformed. This at least indicates that the traditional skills of your industry in meeting the changing circumstances of world trade are still a strong feature of British shipping.

'This encourages me to feel that you will recognise your new opportunities and one particularly realises the role of British shipping in the future of the European Community.

'Let us recognise as a whole the Community will have a new and commanding influence in international shipping. In total the Community will represent a quarter of the world's tonnage and control just under a half of the world's sea-borne trade. In these two figures alone there must be massive opportunity available, and of that large and influential position the United Kingdom will contribute approaching one half of the total fleet.'

Mr. Christopher Chataway, Minister for Industrial Development, with Mr. J. G. Parkes, (right) chairman of the North West Regional Industrial Development Board. The picture was taken when Mr. Chataway attended the Board's first meeting, held recently in Manchester.

Minister's statement on Chrysler UK Ltd.

THE following is the text of a statement made in the House of Commons on December 6 by Mr. Christopher Chataway, Minister for Industrial Development:

'In January 1967 the then Government agreed that the Chrysler Corporation should acquire control of Rootes Motors Ltd. (now known as Chrysler UK Limited) and the American parent company today holds 88.4 per cent of the equity capital and 93.8 per cent of the voting shares. The Corporation recently asked for a release from one of the eight undertakings which it gave in 1967. This would enable it to acquire the remaining minority shareholdings in Chrysler UK Ltd. The Government has said that it would agree to this subject to the necessary exchange control consents being obtained.

'The Chrysler Corporation has confirmed that the remaining undertakings, where still applicable, will remain in force including the undertaking to maintain a majority of British directors on the board of Chrysler UK. It has also confirmed that it has every intention of continuing the operations of Chrysler UK Ltd. in manufacturing vehicles for the British market and for export and of utilising as fully as possible its extensive plants in the United Kingdom.

'The principal advantage to Chrysler UK Ltd. of this proposed adjustment is that, since other Chrysler subsidiaries in Europe are 100 per cent owned, the UK company will no longer suffer even a marginal disadvantage in attracting new investment. The company therefore, take the view that transfer of the remaining 6.2 per cent of voting shares and other stock to the Chrysler Corporation is beneficial.'

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Ship and Marine Technology Requirements Board named

MR. Michael Heseltine, Minister for Aerospace and Shipping, on December 4 named the 13 members to serve on the Ship and Marine Technology Requirements Board under the chairmanship of Mr. Nigel Broackes (Trafalgar House Investments Ltd.). The Board, which has been set up to implement the customer/contractor principle in industrial research and development supported by the Department of Trade and Industry, held its first meeting in London on the same day.

The independent members of the Board are:

Prof. J. B. Caldwell	Head of Department and Director of Reasearch Laboratories, Dept. of Naval Architecture and Shipbuilding, University of Newcastle-upon-Tyne
Mr. G. E. Dent	Manager, BP Civil Engineering Division
Mr. D. Hall	Managing director, Seabridge Shipping Ltd.
Mr. G. J. McDonald	Chief engineer, Marconi International Marine Co. Ltd.
Mr. G. G. Mott	Managing director and chief executive, Vickers Oceanics Ltd.
Dr. L. J. Murdock	Managing director, Wimpey Laboratories
Mr. R. J. F. Taylor	Managing director, Ocean Steam Ship Co. Ltd.
Mr. J. Venus	Managing director, Appledore Shipbuilders

The official members are:

Dr. E. T. Goodwin	Deputy Director, National Physical Laboratory
Mr. A. C. Manson	Surveyor General, Marine Division, DTI
Mr. A. R. D. Murray	Oil Division, DTI
Dr. J. Tunstead	Director of Research (Underwater), MOD (PE)
Mr. P. F. G. Twinn	Research Requirements Division, DTI

The Executive Secretary of the Board is:

Mr. G. S. Stewart	Research Requirements Division, DTI, Abell House, John Islip Street, London SW1P 4LN.

CAA's plans for licensing air travel organisers

DETAILS of the Civil Aviation Authority's scheme for licensing air travel organisers from April 1, 1973 were announced on December 4. The CAA is now inviting applications for these new licences.

The requirement to hold a licence will apply to organisers of air travel, but not to those who are exclusively their retail agents. The CAA's scheme does not deal with questions of hotel accommodation since these are outside the CAA's responsibility, nor does it attempt to regulate competition among air travel organisers.

Licences will be issued only after careful vetting of the applicants for fitness and financial adequacy.

Lord Boyd-Carpenter, Chairman of the Civil Aviation Authority, said after the announcement:

'The growth in air travel over the past decade has been phenomenal. Unhappily this growth has attracted to the travel trade some unscrupulous operators who, especially in the field of affinity group travel, have occasionally let down passengers or even worse allowed them to be stranded. Apart from the misery and loss created for the traveller, these failures have also given a bad name to the travel trade. The Authority will keep a close watch to see that travel organisers as well as airlines keep within the terms and conditions of their licences; those who break the rules will risk losing their licences. I firmly believe that the new licensing system will benefit both the traveller and the reputable travel organiser.'

From April 1 next year it will be a condition of the air transport licences held by British airlines that seats on their charter flights should be provided in the United Kingdom only through licensed travel organisers. This rule will also apply to part-charters on scheduled services. The Department of Trade and Industry will apply the same rule where travel organisers charter foreign airlines serving the United Kingdom.

In considering a travel organiser's financial resources the Authority will be unlikely to grant a licence unless the most recent balance sheet shows a surplus of assets over liabilities appropriate to the nature and scale of the applicant's business.

Another provision in the licensing scheme is the requirement that travel organisers (other than brokers) should enter into a bond to guarantee, in the event of their financial failure, not less than 10 per cent of the turnover for which they are licensed. This sum of money would be made available to trustees and would go towards the cost of bringing back any stranded passengers and, to the extent that funds were sufficient, reimbursing clients who had paid deposits or paid in full for journeys which, because of the travel organiser's financial failure, they were unable to take.

CAA paper discusses national airport planning

NATIONAL airport planning should be complementary to local regional studies; it should not be an attempt to anticipate in a single comprehensive exercise the future airport needs of the whole country. This is the view of the Civil Aviation Authority set out in a discussion paper, 'Airport Planning: an Approach on a National Basis',* which was published on December 7.

The paper discusses the advantages and disadvantages of the alternative approaches. Recognising the Government's recent decisions affecting the major airports in the London and South East area, it gives an outline of those planning studies that are now in progress or that have recently been completed for other regions.

The paper also announces that the Civil Aviation Authority is to commission a study of the future structure of the airport system covering the North West of England, Yorkshire and Humberside, the East and West Midlands and if necessary the Bristol/South Wales area as well. 'The main object of the study,' it says, 'will be to throw light on the appropriate role for existing airports, and the possible need for a new airport'—although it will not be expected to make any precise recommendations about the location of any new one. Local environmental and economic implications will be taken into account.

This study will be a co-operative effort initiated by the Civil Aviation Authority involving consultants, government departments and local authorities. It is hoped to complete the study by the end of 1973.

* Copies of "Airport Planning: an Approach on a National Basis" can be obtained from HM Stationery Office, 49 High Holborn, London WC1, Price 25p or by post rom HMSO, PO Box 569, London SE1, Price 28p.

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Air transport: parties to the Guadalajara Convention

THE following list shows countries which were parties to the Guadalajara Convention 1961 on December 1, 1972 and gives the dates on which the convention came into force in each country:

Australia	1. 5.64	Netherlands	25. 5.64
Austria	21. 3.66	New Zealand	17. 8.69
Belgium	4. 8.69	Niger	12.10.64
Brazil	9. 5.67	Nigeria	14.10.69
Chad	7. 6.71	Norway	20. 4.67
Colombia	31. 7.66	Pakistan	19.10.65
Cyprus	29.11.70	Paraguay	31.12.69
Czechoslovakia	25.10.67	Philippines	4. 7.66
Denmark	20. 4.67	Poland	16. 3.65
Egypt (Arab Republic)	2. 8.64	Romania	20. 7.65
Fiji	13. 6.67	Rwanda	9. 9.71
France	1. 5.64	Swaziland	10.10.71
Gabon	19. 5.71	Sweden	20. 4.67
German Federal Republic	31. 5.64	Switzerland	1. 5.64
Guatemala	22. 9.71	Tunisia	4. 8.70
Hungary	21. 2.65	United Kingdom	1. 5.64
Ireland	19. 4.66	UK Overseas Territories*	13. 6.67
Italy	13. 8.68	Southern Rhodesia	10. 3.65
Jamaica	1. 1.65	Zambia	30. 5.71
Lebanon	22. 5.67		
Libya	20. 8.69		
Luxembourg	21.11.68		
Mauritius	13. 6.67		
Mexico	1. 5.64		

*Bahamas	Gilbert and Ellice Islands Colony
Bermuda	Hong Kong
British Antarctic Territory	Isle of Man
British Honduras	Montserrat
British Protectorate of the Solomon Islands	St. Helena and Ascension
British Virgin Islands	Seychelles
Cayman Islands	Turks and Caicos Islands
Channel Islands	Akrotiri and Dhekelia Areas of the Sovereign Base on the island of Cyprus
Falkland Islands	
Gibraltar	

This list amends that published in *Trade and Industry* on July 27, 1972 by the addition of Cyprus to the countries which are parties to the convention and the inclusion in the main list of Fiji and Mauritius which were previously incorrectly shown in the list of UK Overseas Territories.

The convention, which is supplementary to the Warsaw Convention 1929, unifies certain rules relating to international carriage by air performed by a person other than the contracting carrier. The main purpose of the convention is to remove the doubt whether a carrier on whom the Warsaw Convention imposes certain rules means the person who contracts to carry or the person who actually performs the carriage. It does this by applying the rules of the Warsaw Convention to both the contracting and the actual carrier. The Guadalajara Convention 1961 is drafted so as to be equally applicable to the unamended Warsaw Convention or to the Warsaw Convention as amended at the Hague in 1955.

New amendment to air agreement with South Africa

THE United Kingdom/South Africa Air Services Agreement has been amended by an exchange of notes between the Governments of the United Kingdom and South Africa to permit air services by BOAC and South African Airways between Hong Kong and South Africa via the Seychelles.

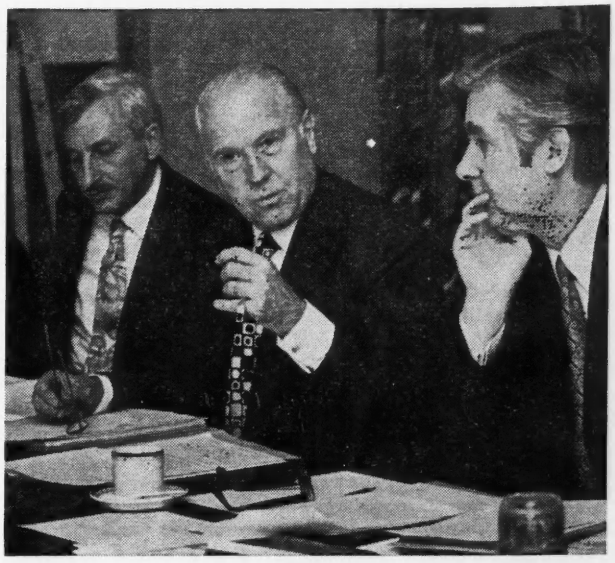
Public inquiry into proposed overhead electric lines in Oxfordshire

THE Secretary of State for Trade and Industry has authorised a public inquiry to be held into the application by the Southern Electricity Board for his consent to the placing of double circuit 33 kV lines on any one of four proposed routes across lands in the Rural Districts of Chipping Norton and Banbury in the County of Oxford.

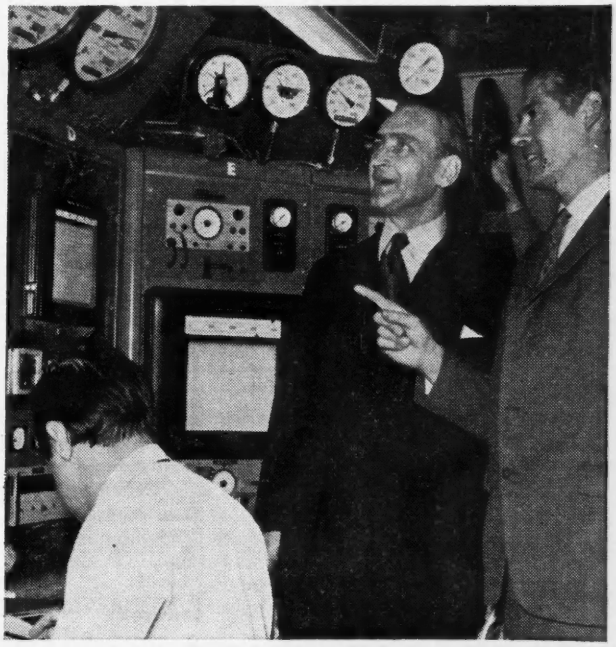
The Secretary of State has appointed Mr. A. T. Baldock, CEng., MIEE, Deputy Chief Engineering Inspector of the Department of Trade and Industry, to hold the inquiry on his behalf and Mr. W. A. Hutchinson, DipArch (L'pool), FRTPI, RIBA Dist TP, Hon. AILA, a Senior Planning Officer of the Department of the Environment, will attend as an assessor on amenity aspects.

The public inquiry will cover, in addition, the applications made by the Board under Section 22 of the Electricity (Supply) Act 1919 for consent to the placing of the lines above ground across the lands specified in the applications.

The inquiry will open at the Council Chambers, The Town Hall, Banbury, Oxfordshire at 10.00 a.m. on Tuesday, January 23, 1973.



The Committee for Industrial Technologies in session at the Department of Trade and Industry. In the centre is the chairman, Mr. Gilbert A. Hunt, managing director and chief executive officer of Chrysler (United Kingdom) Ltd.; on the left is the vice-chairman, Dr. H. Peter Jost, managing director of K. S. Paul Products Ltd.; and on the right Mr. A. J. Havelock, secretary of the committee, and director, Industrial Technologies Branch, DTI. The committee was set up by the DTI to advise on measures to promote greater awareness of the importance of a number of multi-disciplinary technologies, including tribology, terotechnology, corrosion technology and materials handling. It has been estimated that greater attention to the best techniques in these areas could result in benefits of up to £1,500 million a year in the manufacturing, service and distributive trades and industries.



Mr. Tom Boardman, Minister for Industry, in the heat transfer laboratory of Winfrith Atomic Energy Establishment, Dorset. Mr. J. D. Obertelli, group leader of Water Heat Transfer, is showing the Minister the control console of a heat transfer loop. Mr. Boardman saw work on the reactor programme—including the SGHWR (steam generating heavy-water reactor) and the Dragon international research programme for building the gas-cooled high-temperature reactor.

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of dealers in securities under Sections 3 and 16 of the Act:

Licensed dealers

Additions

York Trust Holdings Ltd., 190 Fleet Street, London EC4.

L.S. Fund Managers Ltd., Peninsular House, Monument Street, London EC3.

Lombard Street Advisors Ltd., 238 Temple Chambers, Temple Avenue, London EC4.

Deletions

McCreery Lawson & Association, Oak House, Cross Street, Sale, Cheshire.

Anthony Raymond Lawson.

Hugh McCreery.

Change of address

Coyne Investment Management Ltd., Berendson House, 31-33 High Street, Carshalton, Surrey.

N. Bentley Securities Ltd., 99 Aldwych, London WC2.

Finance in the West Ltd., 54 Grosvenor Street, London W1.

Midland & Northern Securities Ltd., 1 Waterloo Street, Birmingham.

Correction

Audley Holdings Ltd., 15-16 New Burlington Street, London W1.

Exempted dealers

Additions

The Daiwa Bank Ltd., Winchester House, 77 London Wall, London EC2.

The Mitsui Bank Ltd., 34-35 King Street, London EC2.

The Sumitomo Bank Ltd., 5 Moorgate, London EC2.

The Fuji Bank Ltd., Salisbury House, Finsbury Circus, London EC2.

Change of address

Chase Manhattan Bank Trust Corp. Ltd., 69 King William Street, London EC4P 4LH.

London Indemnity & General Insurance Co. Ltd., 22 Austin Friars, London EC2N 2LA.

London & Yorkshire Trust Ltd., 87 Eaton Place, London SW1X 8DX.

AUTHORISED UNIT TRUST SCHEMES

THE following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1972 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or name and address of Management Company	Name of Scheme	Name and address of Trustee
Transatlantic and General Securities Company Limited 91-99 New London Road Chelmsford, Essex	The Grantchester Fund	Lloyds Bank Limited 71 Lombard Street London EC3
Key Fund Managers Limited 31 Throgmorton Street London EC2	Key Exempt Fund	General Accident Fire and Life Assurance Corporation Limited General Buildings Perth
Stewart Unit Trust Managers Limited 45 Charlotte Square Edinburgh EH2 4HW	Stewart American Fund	The Royal Bank of Scotland Limited PO Box 51 St. Andrew Square Edinburgh 2
Jascot Securities Limited 21 Young Street Edinburgh EH2 4HU	Jascot North Sea and General Fund	The Royal Bank of Scotland Limited PO Box 51 St. Andrew Square Edinburgh 2
Slater, Walker Trust Management Limited Leith House 47-57 Gresham Street London EC2V 7EP	Slater, Walker Status Change Unit Trust	National Westminster Bank Limited 41 Lothbury London EC2
M & G Securities Limited Lee House London Wall London EC2	The M & G American & General Fund	Lloyds Bank Limited 71 Lombard Street London EC3
THE FOLLOWING ENTRY SHOULD BE DELETED		
Janus Securities Limited Blomfield House 85 London Wall London EC2	Cavalier Accumulator Fund	The Royal Bank of Scotland Limited PO Box 51 St. Andrew Square Edinburgh 2
	Raw Materials and General Unit Trust	The Royal Bank of Scotland Limited PO Box 51 St. Andrew Square Edinburgh 2
	Janus Fund of Selected Investment Trust Shares	The Royal Bank of Scotland Limited PO Box 51 St. Andrew Square Edinburgh 2
	Janus Growth Fund	The Royal Bank of Scotland Limited PO Box 51 St. Andrew Square Edinburgh 2
	Cavalier Income Fund	The Royal Bank of Scotland Limited PO Box 51 St. Andrew Square Edinburgh 2
AND REPLACED BY		
Drayton Unit Trust Managers Limited 117 Old Broad Street London EC2N 1AL	Drayton Accumulator Unit Trust	The Royal Bank of Scotland Limited PO Box 51 St. Andrew Square Edinburgh 2
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DTI responds on industrial R & D activity

A WHITE Paper*, published on December 8, for the Department of Trade and Industry, carried observations by the Secretary of State for Trade and Industry on the Second and Third Reports from the Select Committee on Science and Technology (House of Commons Papers No. 294 and No. 302, Session 1971-72). The following are the main points from the White Paper:

The non-reactor R & D activities of the UKAEA

Observations by the Secretary of State for Trade and Industry and the Atomic Energy Authority on the Second Report from the Select Committee on Science and Technology, Session 1971-72

Introduction

In the second of their four reports on matters arising from the Green Paper *A Framework for Government Research and Development* (Cmnd. 4814) the Committee examined in detail the non-reactor research and development activities of the United Kingdom Atomic Energy Authority (UKAEA). Both the Department of Trade and Industry and the Authority agree with the *Select Committee's* conclusion (*paragraph* 28) that the research establishments of the Authority can provide first class supplementary research and development resources closely linked to industrial needs.

Vote accounting for non-nuclear work under Section 4 of the Science and Technology Act 1965, and the Authority's Annual Report

The Select Committee recommend (*paragraph* 9) that the funding of non-nuclear projects commissioned by Government Departments should be borne on the appropriate departmental Vote and listed separately in the Authority's Annual Report under departmental headings.

The Government accepts this recommendation. The Committee will be aware from the evidence given to them, and from the Authority's latest Annual Report, that a substantial part of the non-nuclear work now done by the Authority is already borne on the appropriate departmental Vote. This process will continue and, as the Committee will note, the Authority have already made a first step to meet the second half of the recommendation by including a reference to the main sources of receipts from Government Departments in the table in the Annual Report setting out non-nuclear expenditure. Further steps depend on the method of operation of the Requirements Boards (Section VI of the observations on the Select Committee's Third Report) but the Authority will seek to meet the objectives the Committee had in mind.

Work on repayment

The Select Committee recommend (*paragraph* 28) that the Authority should make faster progress than that already planned for increasing the amount of work done on a full repayment basis.

Both the Department and the Authority support this objective, and the Authority will seek to improve their performance in this respect.

An Industrial Advisory Committee

The Select Committee recommend (*paragraphs* 30 *and* 31) that the Authority should set up an Industrial Advisory Committee composed in equal number of the Authority's staff and industrialists to keep under review, in cooperation with the departmental Requirements Boards, the extent and possible scope of nuclear and non-nuclear research and development.

The Authority Board which itself includes part-time industrial members keeps under close review the scope and extent of all Authority programmes and receives regular and substantial reports from its Authority Research and Development (ARD) Committees on progress on all the non-reactor work as well as on the major reactor programmes. The long term programmes, such as fusion research and underlying research, are included in this system of reporting and in addition the Authority do from time to time, where it appears desirable to supplement the regular arrangements for review, require an *ad hoc* study and report.

The non-nuclear programmes will in future be commissioned and monitored by Requirement Boards which will offer industrial criticism. In the Department's view delay and duplication would result if a further Advisory Board were set up to review this area.

The remaining area, of applied nuclear work, represents Authority involvement with a very wide range of industries where nuclear technologies can help in matters of research and development, or in process control and other operational procedures. In this area, as in that of the non-nuclear programme, the AEA Board through its ARD Committees, exercises close examination of proposed applied nuclear projects, bringing in the joint DTI/AEA Programmes Analysis Unit or the Authority's Economics and Programmes Branch where elements of general national or social benefit are claimed (eg radioactive tracers for siltation studies, nuclear radiation detectors); and professional (usually external) market surveys where industrial benefit is claimed (radiation chemistry, small power sources, information storage devices). In view of the very wide range of industries and public bodies now using nuclear techniques, it is perhaps unlikely that a single Industrial Advisory Committee could significantly enrich the Authority's extensive experience in the fulfilment of their statutory task of development and application of nuclear techniques. Accordingly the Authority have concluded that adequate arrangements for the purposes the Select Committee have in mind already exist and that therefore a Committee on the lines proposed by the Select Committee is not required. The Department agrees with this conclusion.

The point made in the last sentence of *paragraph* 29 *of the Select Committee Report* is not in fact correct. If a programme of work falls outside the ambit of work already sanctioned by the Department, the Authority can seek a new 'requirement' from the Secretary of State, under Section 4 of the Science and Technology Act, 1965.

The Industrial Research Establishments

Observations by the Secretary of State for Trade and Industry on the Third Report from the Select Committee on Science and Technology, Session 1971-2.

I. Introduction

In their Report on the Department of Trade and Industry's Industrial Research Establishments (IREs), the Select Committee on Science and Technology have examined the Department's proposals for applying the 'customer/contractor' principle to the management of the IREs; and have made recommendations about the role of the IREs in industrial innovation, and the ways in which the results of their work may be exploited to the greatest public benefit. The Department of Trade and Industry welcomes the Select Committee's contribution to discussion of these important questions.

II. Reports on research and development (*Recommendation 1*)

The Select Committee recommend that the Department should publish an annual report on all the research and development

(*continued on next page*)

* Cmnd. 5176, HMSO, 10½p.

activities for which the Secretary of State for Trade and Industry is responsible (*recommendation* 1).

In reply to the Select Committee's First and Fourth Reports for 1971-2, published in Cmnd. 5177, the Government has accepted that, in future, Departments should publish annual reports on their research and development activities.

III. The role of the Industrial Research Establishments and their organisation (*Recommendations 17, 18, 19, 20 and 21*)

The industrial role of the IREs

The Select Committee recommend that the Industrial Research Establishments should continue to provide those supporting scientific services and technical facilities which industry cannot or is unlikely to establish on its own account (*recommendation* 18).

The Department of Trade and Industry considers that as a general rule, industrial research is best done in industry. However, there are certain civil R & D functions—some of them of a longer term kind or with potential for wide application in industry, others involving high risk or expensive facilities—which, although they are in the national interest, individual firms are unwilling or unable to undertake themselves. The Department is confident that the IREs continue to have a part to play in filling this gap by providing supplementary research and development resources.

Environmental research

The Select Committee recommend that the Industrial Research Establishments should devote more attention to exploring the impact of technology on the community and to solving environmental problems (*recommendation* 19).

The Industrial Research Establishments undertake programmes concerned with the effects of technology on the environment. Under the customer/contractor principle, the sponsorship of a proportion of this work is passing to the Department of the Environment (DOE). The Department of Trade and Industry expects that DOE will continue to commission these programmes from the DTI Establishments.

The Department of Trade and Industry exercises a wide range of safety and regulatory responsibilities relating to the environment, for example oil pollution at sea and marine safety, and is active where abatement programmes affect the industries which it sponsors. The trend is for the IREs to become increasingly involved in this work. The Department welcomes the Select Committee's timely reminder that those concerned with research and development should be alive to the impact of their work on the community.

Organisation of the Industrial Research Establishments—a Research Establishment Authority

The Select Committee recommend that the Industrial Research Establishments, in spite of their close relationship with the Government, should be aware of the need to exploit their services for the benefit of the community as a whole. They should become more competitive and be given a greater degree of independence (*recommendation* 17). To increase their independence, the Select Committee propose a statutory Research Establishment Authority comprising initially the National Physical Laboratory, the National Engineering Laboratory and the Warren Spring Laboratory (*recommendations* 20 *and* 21).

The Government has examined the case for a Research Establishment Authority. It has concluded that fuller integration, chiefly through the Requirements Boards, of the research and development in these laboratories with the policy and executive functions of DTI will be of greater benefit, both to the Establishments and to the community, than the removal of the IREs to a separate Authority. Special attention will be given to publicity for the work of the Requirements Boards.

Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876 ext 6147).

IV. Exploiting the work of the Industrial Research Establishments (*Recommendations 2, 3, 4, 5 and 6*)

Transfer of technology

The Select Committee recommend that the Government should state on what basis they propose that the IREs should transfer their technology to industry (*recommendation* 6).

The comments in this section relate primarily to the three 'multi-purpose' Establishments—the National Physical Laboratory, the National Engineering Laboratory, and the Warren Spring Laboratory. Some additional information is given in the Annex. Technology is transferred through:

(*a*) *Publication and dissemination of information*

The IREs publish a great deal of information on their work and on the skills and facilities available at the laboratories. In general, these publications are directed at potential users, and are backed up by library and information services.

(*b*) *Personal contact*

Contacts are made at all levels both directly with industry and at conferences, at meetings of the engineering institutions, at exhibitions and at training courses run by the laboratories. Firms are encouraged to pay visits and to second staff to the laboratories on contract work (see also (*e*) below). The IREs regard personal contact as one of the most effective ways of keeping in touch with those they serve.

(*c*) *Advisory and consultancy services*

These are made available to industry on a fee-paying basis. The IREs also deal with many day-to-day inquiries and the advice which they give is itself an important end-product of their work. The research and development puts the laboratory in a position to answer inquiries: the questions in turn are a pointer to what research is wanted.

(*d*) *Licensing*

Patent rights in inventions whose primary application is in industry are normally offered, free of charge, to the National Research Development Corporation (NRDC). If NRDC accepts assignment of the rights it becomes responsible for any subsequent patent work and must attempt to secure exploitation; the costs of this service are borne by NRDC. Exploitation in industry is usually achieved by means of non-exclusive licensing, but in some cases NRDC may, with the approval of DTI, grant exclusive rights to exploit. Arrangements for servicing a licence agreement by the provision of know-how and any other technical assistance are agreed between NRDC, the originating establishment and the licensee.

(*e*) *R & D contracts*

The Department looks forward to a progressive increase in research done on contract for industry and others because it puts the cost of the work on the user; because it represents demand for the IREs services; and because it improves the prospects of the research being exploited (*recommendation* 4).

The Select Committee recommend that contracts with industry, save in the most exceptional circumstances, should be on a fully economic repayment basis. They further recommend that the Industrial Research Establishments should call upon the services of financial consultants to analyse and determine the true costs of industrial contract work (*recommendation* 5).

An IRE contract with an industrial company is normally on a fully economic repayment basis. IRE Directors have discretion to vary their charges, taking account of what the market will bear, in order to maximise net revenue to the Exchequer. They may charge less than the full economic cost exceptionally—where wider national interests are at stake or to promote the use of expensive capital facilities. The Department of Trade and Industry has at its disposal the services of its own professional accountants for analysing and determining the true cost of industrial contract work.

(*f*) *Interchange of scientists and engineers*

Mobility can assist the transfer of technology to industry (see Section VII).

The Select Committee are critical of the efforts of the Industrial Research Establishments to exploit their work (*paragraphs* 39-44, *Third Report*).

The Department of Trade and Industry accepts that more can be done, although the importance of both publication of research

results and personal contact in the spread of ideas can be underestimated. Some IRE research may not lend itself to sale or licensing in industry. A good example is work on the maintenance and improvement of national standards of measurement which is largely disseminated through the publication of results, through service on standardising bodies such as BSI committees, and by making available to industry basic standards against which firms can assess the accuracy of the gauges and instruments that they use.

Looking to the future

The Select Committee have asked two pertinent questions. How can we be sure that the IREs know what the real needs of industry are? And, how can the exploitation of the IREs' work be improved? They consider that scientists and engineers of the IREs are not necessarily the best people to sell their services (*recommendation* 2); and that the promotion of the services of the Industrial Research Establishments should be a first priority in the work of the Requirements Boards (*recommendation* 3).

The Department of Trade and Industry accepts the generality of these points, and intends to encourage the Establishments to develop a more commercial approach to exploitation. Emphasis will be on the positive steps which can be taken to strengthen the marketing and management skills of the IREs. The terms on which the IREs undertake contract research on repayment and joint venture schemes with industry are under continuing review.

V. The customer/contractor principle (*Recommendations 10 and 11*)

The Select Committee consider that the adoption of the customer/contractor principle is not necessarily the universal answer to the organisation and management of Government research and development. They hold that while particular areas of the work of the Industrial Research Establishments may be susceptible to this principle, much of their broad work, for example standards, is not (*recommendations* 10 *and* 11).

The Government has adopted a wide interpretation of the customer/contractor principle which sees its significance in the prominence it gives to the user's voice in the formulation of research requirements. There is no reason why all IRE programmes, including those on standards, should not benefit from the application of this broad principle.

VI. The Requirements Boards (*Recommendations 7, 12, 13, 14, 15 and 16*)

The Select Committee have taken evidence on the Department's plans to establish a series of Requirements Boards. At that time the Department's proposals for the Boards were in the formative stage and the Secretary of State undertook to inform the Committee of the purpose, composition and operation of the Boards when he was ready to set them up. This statement follows together with comments on the Select Committee's recommendations.

(*a*) *Purpose*

The purpose of the Requirements Boards is to implement the customer/contractor principle over a broad sector of the civil R & D which the Department supports outside the aerospace and nuclear fields. They will be required to operate within policy guidelines laid down by the Minister for Aerospace and Shipping who will chair a Committee of Requirements Board Chairmen for this purpose (*recommendation* 16). These guidelines will reflect the Department's industrial policies in the fields served by the Boards.

(*b*) *Composition of the Boards*

The Department is setting up six Requirements Boards which should be operational by the end of this year. The Boards are:

Standards and Metrology Requirements Board
Maintenance and improvement of standards; methods of measurement.

Ship and Marine Technology Requirements Board
Shipbuilding; shipping; hovercraft; marine technology, including navigation and operation of vessels, safety, offshore engineering and underwater technology.

Chemical and Mineral Processes and Plant Requirements Board
Chemical processes; Minerals separation; metals extraction; process plant.

Mechanical Engineering and Machine Tools Requirements Board
Design and production engineering, and in particular machine tools, including numerical control.

Computers, Systems and Electronics Requirements Board
Computers (hardware and software); automation; telecommunications; electronic components and instruments; utilisation of computers and new applications.

Engineering Materials Requirements Board
Ferrous, non-ferrous, organic, inorganic and composite materials for engineering use.

There are a number of residual research and development programmes which do not fit exactly into this pattern. For the time being, they will be commissioned by the Department's Chief Scientists.

The chairmen and members

The Department has given careful consideration to the selection of the chairmen (*recommendation* 14). Three are industrialists; two are Civil Servants. The Chairman of the sixth Board will be announced shortly.

The Department's aim is a balanced membership in which both customer (direct or indirect) and contractor interests will play a full part in the formulation of requirements. The Department accepts that there will be an important place on the Boards for members with business experience and knowledge of particular sectors of industry (*recommendation* 13). The general pattern for each Board will be: the chairman; six members from industry; two university scientists; and official representatives of DTI main customer divisions, other Government Departments, and main contractors.

(*c*) *Operation of the Boards*

The Select Committee say that a system of between six and 10 Requirements Boards, assisted by panels of experts, seems rather large. They consider that it will only work effectively if the objectives and responsibilities of each Board are clearly defined, and if they operate within the framework of a coherent policy (*recommendations* 12 *and* 13).

The Department of Trade and Industry has tried to give each of the Boards a manageable technological or industrial field in which to operate. The Department's interests cover most industrial sectors of the economy and the problem has been so to group the various customer interests that each Requirement Board is responsible for a sizeable but fairly homogeneous programme of work. Both intramural and extramural work is included to permit the Boards to consider, within their own fields, the overall distribution of investment in R & D by the Department.

The Requirements Boards have a two-fold function in the technological and industrial fields within which they operate:

(*a*) to help the Government identify those areas which will most benefit from Government-supported R & D;
(*b*) to determine the objectives and balance of research and development programmes to support departmental policies, within the broad allocation of funds available to them.

These are effectively the Requirements Boards' terms of reference, and the Department believes they will allow the Boards ample scope to look ahead and give full consideration both to new developments in science and technology (*recommendation* 15), and long-term needs (*recommendation* 7).

Within their terms of reference, and subject to the approval of the Minister for Aerospace and Shipping, the Requirements Boards will have wide responsibilities for commissioning research and development at the Industrial Research Establishments, the UKAEA (non-nuclear), the Research Associations now operating in the DTI field, industry, the universities and Research Councils. In addition to the scrutiny of current programmes, the Boards will consider proposals for new work. The initiative may come from the Boards themselves, from the DTI customer divisions, or they may be bids for support from potential contractors. The Boards will consider the objectives of these proposals, the relationship to departmental needs, the market possibilities and the budget required. They will be able to endorse, or otherwise, schemes submitted, determine the balance between competing projects, recommend priorities and indicate the preferred choice of contractor for the work. The

(*continued on next page*)

Boards will also be responsible for the supervision of the progress of the research and development they have approved, and the measures taken to communicate and exploit the results. Each Board will publish an annual report.

Not all research and development will be submitted to the Boards for their approval. When the Department supports extramural R & D with the primary objective of providing direct assistance to industry, and the R & D aspect is secondary, the approval of a Requirements Board will not be necessary. Work carried out by the IREs on full repayment will also fall outside the remit of the Boards. In both cases however, the Requirements Board will be kept generally informed. The Minister will also have discretion to withhold information from the Boards on the grounds of commercial confidentiality.

Support for the Boards

A new Research Requirements Division under the Department's Chief Scientist will provide technical, managerial and financial back-up services for the Boards. Specialist advice from independent and government experts will be available to the Boards when they need it.

Gas Quality Regulations, 1972

THE Gas Quality Regulations, 1972, made under Section 26(1) of the Gas Act 1972, and published on December 1, prescribe standards of pressure, purity, smell and uniformity of calorific value of the gas supplied by the British Gas Corporation. They also lay down similar requirements under Section 31 of the Act in respect of purity and smell to be observed by the Corporation in transmitting or distributing gas.

Gas must be supplied at not less than a minimum pressure appropriate to the type of gas (eg natural gas or conventional town gas). It must contain not more than 3.3 parts per million of hydrogen sulphide and it must have a distinctive smell. The average calorific value—or heating power—of the gas must over every quarter be maintained at not less than the value declared in advance by the Corporation and it must not over any period of two hours be continuously more than 5 per cent below the declared value.

Gas transmitted or distributed by the Corporation must contain no more than 3.3 parts per million of hydrogen sulphide and must have a distinctive smell.

Penalties are provided for non-compliance.

The Secretary of State may exempt the Corporation from any of the standards in the case of gas supplied for industrial purposes only and he may exempt them from the requirement concerning the purity of gas transmitted or distributed if he is satisfied that the safety of the public will not be prejudiced.

The Regulations are timed to come into operation on January 1, 1973.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

British American Tobacco Co. Ltd. and International Stores Ltd.

South Shields company purchase Simonside factory

THE Department of Trade and Industry announce that Be Modern Ltd. are purchasing a 25,000 sq. ft. advance factory built by the English Estates Corporation on the Simonside Industrial Estate, South Shields. Be Modern Ltd. already occupy premises in South Shields, Sunderland, Manchester and Birmingham but due to a vast increase in sales of their kitchen furniture the company has been forced to seek immediately available space to provide additional production capacity.

The Simonside factory will initially satisfy this need and the company expect to employ a further 100 workers, mainly men, when full production is reached.

Government measures to support coal industry

A NUMBER of measures to support the UK coal industry were announced by Mr. Peter Walker, Secretary of State for Trade and Industry, to Parliament on December 11. Mr. Walker said:

'There is real uncertainty about future prices of fuels and an increasing awareness throughout the world of the danger of a shortage of energy. We in the UK must ensure that our national energy assets are wisely used. Last year the National Coal Board lost £157 million. They are now losing around £100 million a year. Without Government aid this would increase and could only be eliminated by a massive contraction. We are not prepared to see such a rapid rundown with all the serious social and human consequences which it would entail. For these reasons, the coal industry must be given the opportunity to re-establish itself as the supplier of a competitive fuel—without being a permanent burden on the taxpayer.

'Against this background the Minister for Industry told the coal industry in August that before considering what help might be provided from public funds, the Government wished to know what those in the industry could do to help itself. As a result the Board and the unions put to us joint proposals for action both by the industry and by the Government.

'We welcome this joint approach and the drive which the Board, with the full co-operation of the unions, are making to stimulate sales and marketing, improve quality, reduce overheads and increase productivity. These efforts have produced results and output per manshift has just reached a new record. The unions have undertaken to co-operate with the Board in a review of the performance and prospects of pits. The Board are also reviewing their land and property holdings to ensure that these are put to the most effective use and, if surplus to need, are sold.

'The industry's joint proposals express a determination to put their own house in order and the Government therefore have decided to seek powers to support the industry in this task.

'First: we intend to make a special regional grant to help the Board preserve jobs, which are primarily in areas of high unemployment. Nevertheless, there will be redundancies. The Government is determined to do everything it can to alleviate the consequences for those who will be affected. We therefore intend to introduce improved redundancy terms which will apply to anyone becoming redundant from today. We shall see that every effort is made to provide new jobs, making full use of the Industry Act and of available European Coal and Steel Community funds.

'Second: we intend to seek powers to continue grants towards the Board's social costs, to contribute towards the cost to the Board of holding stocks and to cover losses incurred as a result of special agreements with the electricity generating boards to burn extra coal. At the same time, we propose to follow the Community practice and give support to coking coal.

'Third: we propose to write off the Board's accumulated deficit as of March 1973 and the amount by which the Board's capital assets are over-valued. The total sum involved is about £475 million. This will considerably reduce the Board's interest and depreciation charges.

'Legislation will be introduced for these purposes and a Bill will be published today. Until this becomes law any necessary advances for purposes authorised under the Coal Acts will continue to be made from the National Loans Fund.

'Over the next three years the cost of the measures to deal with the Board's financial problems and to moderate contraction could average up to £125 million a year; those to ease the consequences of any unavoidable contraction could average about £50 million. Such substantial assistance from public funds cannot be justified without effective and sustained efforts by all sides of the industry to improve its competitive position, contain costs and re-establish viability. Indeed, it is only through such efforts that the industry will be able to take full advantage of the opportunities, not least in Europe, which the future holds.'

PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

MONDAY, DECEMBER 4

General Agreement on Tariffs and Trade

A Member asked Mr. Peter Walker, Secretary of State for Trade and Industry, about his proposals for the next round of tariff reductions in the General Agreement on Tariffs and Trade. Mr. Walker answered: 'We shall play our full part in the preparatory work within the enlarged Community which, as agreed at the Summit Conference, will decide by July next year on a global approach to the 1973 trade negotiations.'

Another question was on the result of the GATT examination of the common agricultural policy of the European Economic Community. Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, answered: 'The GATT has not been required to examine the common agricultural policy as such. Certain aspects of it may be covered in the examination of the overall trade effects of the enlargement of the Community which is currently taking place under Article XXIV of the GATT.'

Commonwealth trade

Sir Geoffrey Howe was asked if he would publish a full list of new tariffs to be erected in 1973 on trade between the United Kingdom and Commonwealth countries previously enjoying preferential arrangements of nil tariffs. He replied that the United Kingdom had no obligation to impose any new tariffs on imports from the Commonwealth in 1973, except possibly in the case of beef and veal, nor had any Commonwealth country notified us of an intention to do so then on imports from the United Kingdom.

East Germany

In answer to a request for a statement about trade with the German Democratic Republic; how the current year compared with last year; and what proposals he had for expanding trade between the United Kingdom and the German Democratic Republic in the future, Sir Geoffrey Howe said: 'Our trade with the GDR increased considerably in 1970 and again in 1971, though it has fallen slightly in the first 10 months of this year. The Government, will continue to encourage and assist trade with the GDR.'

Prices freeze

Several questions were asked on price increases since the freeze was introduced. Asked about the number of complaints received by the DTI, Sir Geoffrey Howe said: 'My Department had received 25,000 inquiries including 4,660 complaints by the end of the last week. The action taken depended on the nature of the inquiry.'

In reply to another question, Sir Geoffrey said that a large number of the complaints appeared on inquiry not to involve even a *prima facie* case of a breach of the standstill. He went on: 'We have however been investigating 734 cases, some of which cover more than one complaint. Only a small number appear to involve infringement of the standstill. Appropriate action has and will be taken as necessary.' Sir Geoffrey told another qestioner that the Secretary of State had power to issue notices requiring the application of the standstill if these were called for.

He was also asked if he proposed to call for the voluntary notification of proposed price increases designed to take effect after the lapse of the Counter-Inflation (Temporary Provisions) Act on a basis similar to the call for notification of proposed wage and salary increases, and answered: 'Proposals for the second stage of counter-inflationary measures will be announced in due course. In the meantime, proposed price increases are subject to the requirements already announced.'

A Member who asked what advice had been given to the Inspectorate of Weights and Measures about monitoring suspected price increases was told: 'None, Sir. The role of Weights and Measures Inspectors must be considered in the light of the statutory duties that are imposed upon them.'

Consumer protection

Sir Geoffrey Howe was asked if, in his forthcoming legislation on consumer protection, he would seek to ensure that where a multiple offer of trading stamps was made, the number of stamps comprising a single unit should be displayed on the same notice as the offer. He said that this was one of the matters which it would be open to the Director General of Fair Trading to consider when the provisions of the Fair Trading Bill were enacted.

Sir Geoffrey also told a Member who asked what intention he had to extend the list of prepacked goods which had to be packed in standardised prescribed quantities as required by the Weights and Measures Act 1963, that he was prepared to add to the list if he was satisfied that it was desirable to do so.

North Sea oil

Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, was asked to estimate the level of annual production which could be sustained from oilfields already confirmed as existing in the Scottish sector of the North Sea Continental Shelf, giving separate totals for each field. Mr. Emery answered: 'Forty million tons per annum from fields where production plans have been announced. Other discoveries as yet to be appraised are expected to yield sufficient to raise the annual output to about 75 million tons per annum by 1980.

'The estimate is based on information provided in confidence by licensees; it is therefore not possible to give a separate figure for each field.'

He would, he said in answer to another question, ensure that defence interests were taken into account before issuing petroleum drilling licences in the Minch.

Mr. Walker was asked if he would announce plans to increase the staff of the Petroleum Division of his ministry, in view of the oil finds on the British sector of the Continental Shelf.

'Petroleum Division will be kept at whatever strength is necessary for Continental Shelf and other work,' Mr. Walker answered. Replying to a question on proposals to utilise the results of North Sea oil and gas exploration for the United Kingdom and to promote the interests of industries of the Northern Region in the supply of equipment, Mr. Walker said: 'These matters are fully covered in the report of the International Management and Engineering Group, which we hope to publish shortly together with the Government's conclusions on it. The interests of different regions are being taken fully into account.'

A Member who asked Mr Chataway how many orders for oil rigs had been placed in Great Britain in 1971 and so far this year: and how many had been completed, was told that orders for the construction of three offshore drilling platforms were placed in Great Britain in 1971; so far this year there had been orders for four such platforms. The construction of one platform was completed in 1971, and one in 1972.

Another question concerned the gross value of North Sea oil estimated to arise from production in the 1980s, the other factors which had been taken into account in estimating that Government revenues from oil would amount to £80 million in 1980, and the basis of these calculations. Mr. Emery replied: 'If oil production in 1980 is 75 million tons, its gross value, before allowing for exploration and production costs, would be about £700 million at current prices. The estimate of Government revenue of about £80 million covers royalty from oil alone, and rents.'

Company law

'We are pressing ahead with our review of company law' Mr. Walker said, when asked for a statement on company law reforms.

Questions were also put to Sir Geoffrey Howe on amendments to Section 33 of the Companies Act 1967, Section 165 of the Companies Act 1948, measures to improve existing safeguards on the auditing of accounts of public companies, inside share dealings, and the practice of acquiring shares through nominees. Sir Geoffrey answered that he was considering these subjects in his review of company law.

Small companies

Mr. Christopher Chataway, Minister for Industrial Development, was asked what consideration was being given to the provision of new forms of finance for small companies: He replied that the Bolton Committee concluded that there was no case for the provision of new forms of finance for small companies. The full range of regional incentives was however available to small firms.

Estate agents

A statement was asked for on the talks held in the DTI with the National Association of Estate Agents on the licensing of all estate agents in the public interest. Sir Geoffrey Howe said: 'Recent talks have been mainly concerned with defining the extent of common ground in the proposals for legislation put forward by the Association, by the Royal Institution of Chartered Surveyors and by the Incorporated Society of Valuers and Auctioneers.'

Computers

Mr. Chataway was asked how much Government money was being made available in the current financial year to International Computers Limited for research on computer software. He answered that the £14.2 million which the Government had made available to ICL for the period to September 1973 was for research and development, and a large proportion of this would be spent on software. In the nature of these arrangements, however, it was not possible to give a specific figure for the software element.

As additional aid under the development contracts scheme and the Advanced Computer Technology Project, ICL would receive an estimated £1.3 million for software research this year. Another question was put to Mr. Chata-

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way: would steps be taken to ensure that all computers bought from public funds in the United Kingdom were made in Great Britain. Mr. Chataway said: 'The arrangements for the purchase of computers for use in Central Government are the responsibility of Civil Service Department. These are designed to strengthen ICL's position and to ensure that other UK manufacturers also have the opportunity to tender for some requirements. Other public sector users have been urged to adopt a similar approach. It would not, however, be appropriate to adopt an entirely inflexible purchasing policy. In a few cases imported equipment only can meet the requirements and these must be provided for.'

Central Electricity Generating Board

Details were asked for of the total installed generating capacity of the Central Electricity Generating Board on November 30, 1972 and the percentage available to meet demand. Mr. Walker said that the total installed output capacity was 55,130MW and 41,540MW or 75.3 per cent was available on that day to meet the peak demand of 37,265MW. Another Member asked if the Secretary of State was satisfied that sufficient generating plant would be available on the system of the Central Electricity Generating Board to meet the estimated maximum demand this winter. Mr. Emery replied: 'I am advised by the Chairman of the CEGB that, with the continued co-operation of all staff, he hopes to have sufficient generating plant available to meet the estimated maximum demand this winter.'

The steel industry

Mr. Walker was asked for what purpose he met separate deputations from the Northern Region, Scotland and Wales on December 1 in connection with developments within the steel industry. 'I met these deputations in order to hear their views on future developments in the steel industry before deciding on the proposals put to me by the British Steel Corporation,' Mr. Walker replied. 'I shall make a statement as soon as possible. It is not the practice to provide records of such meetings.'Another question was on the estimated effect upon Scottish industry of having the basing points for certain types of steel used by Scottish industry based upon the Midlands of England. Mr. Walker replied that the full effect of adaptation to the ECSC basing point pricing system would not be known until the steel industry published basing point prices and the appropriate freight rates. BSC had paid special regard to Scottish consumers in selecting their basing points and had selected Glasgow for a wider variety of products than any other basing point in the United Kingdom.

Mr. Walker also provided the following information in answer to a request for an estimate of the current average disparities between the British Steel Corporation's prices and those of steel producers within the European Community.

The following table compares published home trade prices in the countries of the Six with British Steel Corporation prices at November 30, 1972.

(BSC prices = 100)

Product	UK	W. Germany	France	Italy	Belgium	Nether-lands	Luxem-bourg
Billets	100	124	115	94	118	—	116
Medium Plates	100	129	124	119	112	102	134
Boiler Plates	100	143	141	124	129	132	—
Beams Structural	100	122	119	123	123	—	133
Steel for Reinforcement	100	112	111	106	110	103	122
Hot Rolled Strip	100	117	114	111	117	108	118
Hot Rolled Coil	100	119	112	113	108	103	—

Converted at rates of exchange ruling during November.
All prices adjusted to a comparable delivered basis.
Actual price levels in the Community can be substantially below list prices due to discounts and other arrangements.

Recycling waste materials

In reply to a question on progress in the preparation of an increased research programme for the recovery and recycling of waste materials, on the lines of the Secretary of State's statement to the Times Conference on Conservation in July, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, said: 'Projects are being actively pursued by the Warren Spring Laboratory of my Department in conjunction with Government Departments and with industry. I shall be looking to the appropriate Requirements Board for further advice on the scale of research in this field.'

Government support for machine tool industry

Mr. Chataway said, in reply to a question, that 0.2 per cent of Government support to the machine tool industry was allocated to machines made abroad for British firms and then imported into this country. He continued: 'Moreover total imports under the £16 million scheme were less than 1 per cent.'

Coal industry absenteeism

Asked about absenteeism in the coal industry, Mr. Emery said output per man since the strike had been below last year's level, but output per manshift was up by 2.3 per cent. while the absence percentage has fallen from 17.2 per cent to 16.2 per cent of the total labour force.

Mining subsidence

Asked when he expected to publish his review into mining subsidence damage and compensation Mr. Emery said the review was nearing completion and he hoped to be able to make a statement in the near future.

London Airport

A Member asked how many aircraft movements there were during 1971 in and out of Heathrow, how many were estimated in 1980, and what estimate had been made of the effect that the opening of Maplin would have on traffic at Heathrow. Mr. Cranley Onslow Parliamentary Under-Secretary of State for Aerospace and Shipping, said that in the year ended March 31, 1972 there were 253,711 air-transport movements at Heathrow. By 1980 the number was estimated to rise to about 325,000. After the opening of Maplin it would be possible to impose stricter limits on air-traffic movements both at Heathrow and Gatwick, but it was too early to say what these would be.

Asked how long his investigation of the system of runway usage at Heathrow would take, Mr. Onslow replied: 'The problem is a complex one, but the aim is to complete the whole exercise before the summer build-up of traffic begins.'

Trident crewing

A Member asked if, in view of the fact that 36 British European Airways pilots who had not completed their full training were flying in co-pilot seats in Trident aircraft, and that stall recovery procedures in Trident training needed change, if he would within his powers for air safety, make a statement to reassure the public that alterations in training had now been effected and that only fully trained pilots would occupy the pilot and co-pilot seats. Mr. Onslow said he had consulted with the Civil Aviation Authority and had 'no reason to believe that any BEA pilot is engaged on flying duties for which he has not been properly trained. BEA have introduced additional stall training which is being given progressively to all their Trident pilots'.

Concorde sales

A Member asked the Secretary of State for Trade and Industry what sales had been achieved so far, and what are the sales forecast in 1973 and 1974, of the Concorde. Mr. Onslow said BOAC had ordered five aircraft and Air France four. The Chinese National Airline had signed a preliminary purchase agreement for three aircraft and Iranair had signed a letter of intent to purchase two aircraft with an option on a third. There were 12 other airlines holding a total of 48 options, and the manufacturers hoped to negotiate further contracts as soon as possible. It is impossible to forecast when these negotiations will be concluded,' he said.

Law of the sea

Mr. Walker, asked what part his department was playing in preparations for the International Law of the Sea Conference, said it was participating fully in the preparations for this Conference with particular reference to the aspects of sea-bed resources, coastal pollution, merchant shipping and civil aviation.

Aircraft noise

Asked when he would announce a scheme for sound-proofing grants round Gatwick airport, Mr. Onslow said broad proposals had just been received from the Surrey County Council and were being examined urgently. 'We are bound to consult the British Airports Authority and others concerned, but I hope that the relevant Statutory Instrument can be laid within three months,' he went on.

Asked for comparable readings of flyover noise for the BAC 1-11 400 and the Tri-Star, he said the levels in EPNdB, as they would be calculated for noise certification purposes in this country, were:

	Flyover	Sideline	Approach
BAC 1-11 400	98.9	106.5	104.6
Tri-Star	98	92	103

Air piracy

Asked if he was satisfied with the means available to the crew of British civil aircraft to defend themselves and their aircraft from the actions of pirates. Mr. Onslow replied: 'I believe the best defence is to prevent the potential hijacker from boarding the aircraft, and the security measures being taken by our airlines and at our airports have this as their aim.'

Aero-engine projects

Mr. Onslow, asked what discussions he had had with other European governments to formulate plans for future aero-engine projects, said the formulation of plans for aero-engine projects had in the first instance to be a matter for the firms in this country and elsewhere in Europe. No definite proposals for future European collaborative projects had recently been put to Her Majesty's Government.

European space activity

Asked about plans with other European governments on future European space activities, Mr. Onslow said discussions were continuing with our European partners on the establishment

of a single European space agency and on a coherent European space programme including participation in the post-Apollo programme. Proposals would be considered at a meeting of the European Space Conference due to be held later this month. 'We have no plans for separate discussions with the American Government about participation in the post-Apollo programme,' he told another questioner.

Seahorse engines

Asked to make a statement on the assistance his department proposes to give to the final stages of the engine, Seahorse, Mr. Chataway said: 'I have at present no new proposals to announce in relation to support for marine engines in general or this project in particular.'

Ship orders

Mr. Walker was asked to make a statement on assistance to the British shipping industry for placing orders in British shipyards, and whether he had yet received proposals from the Chamber of Shipping and the Shipbuilders and Repairers National Association concerning the placing of more orders by the British shipping industry in British shipyards, and what action he proposed to take. He said consultations about the use of my selective powers under the Science and Technology Act and the Industry Act were continuing.

Mr. Chataway was asked how many orders were secured by United Kingdom shipyards in the third quarter of 1972, and what total gross tonnage this represented. He said orders were reported for 18 merchant registered vessels totalling 22,000 gross tons.

In answer to another question, he said work in progress in the British shipbuilding industry was valued at £320m at the end of June 1972, the latest date for which such information was available. The industry had total orders in hand of £1,043m at the end of September 1972. Orders on the corresponding date in previous years were £554m in 1968, £741m in 1969, £1,069m in 1970 and £1,067m in 1971.

Another Member asked what gross tonnage of ships was ordered by United Kingdom shipping companies from United Kingdom shipyards in the last 12 months for which figures were available, and what tonnage was ordered in the last 12 months in which investment grants were available. He replied that the two figures were respectively: 0.3 million gross tons during the 12 month period ended September 1972 and 1.3 million gross tons during the 12-month period ended October 1970. There had in the same period been a substantial decline in world net new orders.

He also stated, asked when the examination of the long-term prospects of the United Kingdom shipbuilding industry being undertaken by his department would be completed, that he expected to have the consultants' report at about the end of the year.

Asked how many firm orders for oil-rig supply vessels had been placed in 1971 and so far this year with British shipyards, he said eight firm orders for such vessels had been placed in British shipyards since the beginning of 1971.

Aircraft firm's order book

Asked to make a statement about employment prospects at Short Brothers and Harland in Belfast and on the present state of their order book, Mr. Onslow said that as a result of the measures announced to the House on August 9 and of the company's recent success in selling Skyvan aircraft, the company's prospects were better than for some time past.

Shipping registration

What percentage of world shipping tonnage ordered in the 12 months ended July 31, 1972 was for British registration? asked a Member. Mr. Onslow said the information was not available from official sources for the period requested. In the year ended September 30, 1972, 8 per cent of world net new orders for merchant vessels in gross tonnage terms were for United Kingdom registration.

Port of Tyne fish quay

Mr. Walker was asked what financial assistance he would give under the terms of the Industry Act to the port of North Shields for the provision of a new fish quay, in view of the insufficient resources available to the Port of Tyne. He replied that port developments were not qualifying activities for Regional Development Grants. 'Selective Assistance under Part 2 of the Industry Act to the Tyne Port Authority would not appear to be appropriate,' he said, 'since other forms of help can be considered under the Fisheries Act of 1955 or the Harbours Act of 1964.'

Regional development grants

A Member asked why, according to the explanatory notes for guidance of applicants for regional development grants towards the cost of buildings and works in an assisted area issued by the Department of Trade and Industry, grant would not in general be paid to local authorities. Mr. Chataway said: 'The present arrangements for providing central Government financial assistance to local authorities take account of their varying needs and resources. Local authorities do, however, qualify for regional development grants in respect of new building and adaptations to existing buildings which they lease to persons who use them primarily for qualifying activities.'

Asked whether it was likely that expenditure on altering or improving a building in which an applicant was already carrying on a business will be approved for the purpose of grant under the Industry Act 1972. Mr. Chataway said, yes. 'Grants are available for schemes of modernisation and improvement whether they are carried out by existing or new occupiers of buildings,' he said.

Fire regulations

A Member asked whether, since Part E of the Building Regulations was only concerned so far as fire precautions were involved with safety of occupants and not with protection of the investment itself against fire, he would consider making special requirements for maximum protection against destruction by fire in the case of new industrial buildings qualifying for government financial support. Mr. Grant, replying, said, No. Determination of eligibility for financial assistance was not intended to be the occasion for the introduction of additional requirements of this nature.

Advance factories and employment

Questions were answered on advance factories in Wales, south Yorkshire and Bothwell and employment on the Isle of Sheppey.

TUESDAY, DECEMBER 5

Exports of shirts

Answering a question on the value of exports of British shirts from 1962 to 1971, inclusive, and for 1972 to date; and the average value of each shirt exported, Sir Geoffrey Howe said: 'Figures for shirts for the years 1962–69 are published in Volume I of the *Annual Statement of Trade* of the United Kingdom for these years, and for the year 1970 in Volume III of the Annual Statement of Trade 1970. The figures for the year 1971 and January to October 1972 are £4.5 million f.o.b. and £4.4 million f.o.b. respectively; the average value per shirt in October 1972 was £1.19.'

Pyramid selling

Sir Geoffrey Howe was asked if in his consideration of pyramid selling, he would consider the possibility of legislation to recover money lost by members of the public in any pyramid scheme found to be fraudulent or known to have used misleading methods to recruit distributors to the company. Sir Geoffrey answered: 'Yes, but there are obvious difficulties in the way of ensuring that such monies are recoverable.'

NCB exports

A question was asked on the cash total of exports achieved by the National Coal Board from 1962 to 1971, inclusive, and for 1972 to date. Mr. Emery answered that the NCB achieved exports in a number of ways and accounted for the bulk of our exports of solid fuels. Table 112 of the Department's *Digest of Energy Statistics* for 1972 showed that solid fuel exports from 1962 to 1971 had a f.o.b. value of £292.5 million Table VI of the United Kingdom *Overseas Trade Statistics* showed that solid fuel exports for the ten months ended October 1972 had a f.o.b. Value of £13.0 million.

Concorde

Asked to give the total expenditure to date on Concorde; and the number of workers employed on the project in the United Kingdom, Mr. Onslow said that total development expenditure to date on Concorde amounted to £695 million. On production £41 million had been spent so far in the United Kingdom and a similar amount in France. About 24,000 workers were at present employed on the project in the United Kingdom.

Ship and marine technology

Asked why he chose to group ship and marine technology in one Requirements Board, Mr. Onslow said these areas of the technological field shared a wide range of common problems imposed by the marine environment. 'It would be difficult to treat these problems independently, because the shipbuilding industry is becoming increasingly involved in offshore engineering,' he said.

Replying to another question, he said the expenditure already committed for this financial year in the areas of responsibility allocated to the Board at present totalled about £2 million. The Board would consider the future allocation of expenditure and the magnitude of expenditure in this field.

Loss of the 'Burtonia'

Mr. Onslow was asked whether he would institute a preliminary inquiry into the loss of the vessel *Burtonia* to establish the reason for her loss, how many crew she was carrying and their individual certificates of nautical qualifications and sea-going experience, and what manning and crew qualifications were required under the Merchant Shipping Acts. He replied: 'I have learned with regret that the foundering of the *Burtonia* involved the loss of four of her crew of eight, and I should like to express my sympathy to the relations of those who lost their lives. The *Burtonia* was operating within home trade limits, and there are at present no specific requirements as to manning and certification of personnel for ships of this kind. I understand that all the crew had had sea-going experience; the Master had a First Mate's Foreign-Going Certificate and had served at sea since 1941 and the Mate had held a Skipper (Full) Certificate since 1961. My Department has already ordered

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a preliminary inquiry into this casualty, and any further action will be decided in the light of its findings.'

Oil production

What were the department's current estimates for the tonnage of oil which would be extracted from the Scottish field, the royalties, rentals, licence fees and taxation which would be received from the participating oil companies and the net effect on the foreign exchange position of the United Kingdom for this oil production in the years 1975, 1980 and 1985? asked a Member. Mr. Emery said it was estimated that production by the mid-1970s from the United Kingdom sector of the Continental Shelf would reach 25 million tons and in 1980 75 million tons. 'No firm estimate can be made for 1985,' he said. 'At present prices receipts from oil royalties and rents only are estimated at £80 million in 1980. No estimate can be made for receipts from taxation which will depend on the taxation arrangements and rates then in force and on the individual circumstance of the companies concerned. The net foreign exchange saving to the United Kingdom will be several hundred million pounds by the 1980s, but this depends on a large number of variable factors concerning exploitation, exploration, equipment purchasing and overall costs.'

Asked for the estimated cost of production per barrel from the Forties Field, using current prices and applying discounted cash flow over a 20-year period, he said it was basically a matter for BP, but from published material it was interesting to note that BP had said that the capital cost of developing the Forties Field would be well over £300 million; there would also be operating costs which it was impossible to predict. Production of the field at peak would be 400,000 barrels a day. It was impossible at this stage to foresee the exact offtake pattern over a 20-year period.

The same Member asked what estimate he had made of the likely proportion producer country revenues would form of the landed value of oil imported into the United Kingdom in 1976 and 1980, respectively, having due regard to the terms of the recent participation agreement negotiated by the Organisation of the Petroleum Exporting Countries. Also, what estimate he had made, at current prices, of the landed cost per ton of oil imported from members of the Organisation of the Petroleum Exporting Countries in 1976 and 1980, respectively, having due regard to the terms of the recent participation agreement. Mr. Emery said the details of the participation agreements had not yet been worked out, and the Teheran and Tripoli price agreements expired at the end of 1975. No worthwhile estimates could therefore be made of the price of oil or the revenues of producing countries in 1976 and 1980.

Aerospace

Mr. Onslow said, in reply to a question on the percentage of the gross national product spent on aerospace, that expenditure by Her Majesty's Government and other United Kingdom customers in the United Kingdom industry (excluding transactions between manufacturers), and on imported aerospace products in 1971 amounted to about 1¼ per cent of GNP. If expenditure in Government Research Establishments and on products of other industries for aerospace purposes was included the figure was about 2 per cent.

Mr. Onslow was also asked how much was spent on space programmes during the financial year 1971–72; and to which programmes the money was allocated. He replied that total United Kingdom expenditure on space programmes during 1971/72 was some £28 million. This figure was derived from the latest outturn forecasts, since the Appropriation Account had not yet been presented. Mr. Onslow continued: 'Of this total my Department was responsible for expenditure of £7.48 million, comprising £5.37 million for expenditure on the National Space Technology Programme, £1.94 million for contributions to the ESRO applications programme, and £0.17 million for contributions to post-Apollo studies conducted by the European Space Conference.

The balance represents expenditure on programmes for which other official bodies are responsible, as follows:

		Expenditure £m
Department of Education and Science (through Science Research Council)	1 Contribution to ESRO Scientific Programme	4.70
	2 National Scientific Space Programme	5.53
Ministry of Defence		8.36
Post Office	1 Post Office Earth Terminals	2.16
	2 Contribution to INTELSAT (quota payments less revenue receipts)	Credit of 0.30
	TOTAL (other Departments)	20.45

WEDNESDAY, DECEMBER 6

Exports by industry

A request was made for details of the six industries which had achieved the greatest volume of visible exports for each year from 1962 to 1971, and the latest available figure for 1972. Sir Geoffrey Howe answered that figures of exports by industry were not at present compiled annually. Industrial analyses of exports, from which the lists below were drawn, were however available from the 'Input-output tables for the United Kingdom in 1963' and provisional input-output tables for 1968.

1963
Motor vehicles and tractors
General chemicals, dyestuffs, fertilisers and miscellaneous chemical industries
Iron and steel
Wool
Radio, telecommunications and electronic equipment
Mineral oil refining

1968
Motor vehicles and tractors
General chemicals, dyestuffs, fertilisers and miscellaneous chemical industries
Iron and steel
Drink
Aerospace equipment
Radio, telecommunications and electronic equipment.

In listing the six groups in each year, two industrial groups of a miscellaneous nature, 'other non-electrical machinery' and 'other metal goods' have been ignored.

BSC pricing policies

Mr. Tom Boardman, Minister for Industry, was asked to make a statement of the action proposed following talks with the parties concerned about Lord Hirschfield's findings on the British Steel Corporation's pricing policies. He replied: 'I have today placed in the Library a copy of the Conclusions and associated extracts of Lord Hirshfield's Report, submitted under Section 30 of the Iron and Steel Act 1967, and issued it to the Press. As I informed the hon. Member for Chesterfield (OR Col 435 October 26) I have accepted these conclusions which are that the British Steel Corporation's pricing practices have been unfair to the complainants in relation to three of the four product groups which were the subject of complaint. In these cases—Reinforcing Bars, Soft Wire Rods, and Hot Re-rolled Bars and Sections—Lord Hirshfield recommended an increase in the level of BSC prices so as to increase the margin between billet and billet-derived products

'In discussions I have had with the parties, the Corporation have told me that they fully subscribe to the principle that an undertaking should not abuse its dominant position in the market which underlies Section 30 of the Act and Article 66(7) of the Treaty of Paris to which they will shortly become subject. In the circumstances of the present prices standstill it would be inappropriate for me to direct the Corporation to give effect to Lord Hirshfield's recommendations. But the Corporation have agreed that they will, within the framework of the ECSC system and as soon as price adjustments can properly be made in the light of the Government's counter-inflationary measures, take account of such recommendations in reviewing the level of their prices.

'Lord Hirshfield has made a number of recommendations outside the main-stream of his Report on the questions of rationalization and the appropriateness of BSC's involvement in certain products. These are matters to which I am giving separate consideration.'

Irish Dairy Board

Asked how the interests of the Irish Dairy Board in Great Britain would be affected when the Republic of Ireland joined the European Economic Community, Sir Geoffrey Howe said: 'The interests of the Irish Dairy Board are a matter for the Government of the Republic of Ireland. The Board's operations in the UK will be subject to the provisions of the Treaty of Accession and from February 1, 1973 to the Community agricultural policy particularly in so far as this relates to arrangements in the milk products sector.'

UNCTAD

Sir Geoffrey Howe told a Member who asked when the White Paper on the United Nations Conference on Trade and Development would be published, that the Command Paper on the Third United Nations Conference on Trade and Development was published on December 6 and a copy had been placed in the Library.

National Coal Board

Mr. Emery provided the following information to a Member who asked what was the total amount of public funds, including grants, loans and written-off debts, received by the National Coal Board from 1962 to 1971, inclusive, and for 1972 to date.

1. Amounts received from January 1, 1962–March 25, 1972 inclusive:

	£m
Grants	163
Loans (net of repayments)	124
Debt-write-off (1965 Act)	415

2. Amounts received from March 26, 1972–November 30, 1972 inclusive:

	£m
Grants	5
Loans (net of repayments)	115

Prices freeze

Sir Geoffrey Howe was asked how many cases of price increases in contravention of Section 2 of the Counter-Inflation (Temporary Provisions) Act were known to his department; and how many firms were involved. 'Only a small number of cases appear *prima facie* to infringe the standstill,' he answered. 'Only one firm is involved in each of the cases currently under investigation.'

Aerospace industry

Asked to give the cash total of exports achieved by the British aerospace industry from 1962 to 1971, inclusive, and for 1972 to date, Mr. Onslow said that figures of recorded exports for the years 1962 to 1970 are given in the supplement dated November 1971 to the *Survey of the United Kingdom Aerospace Industry*, copies of which were available in the Library; the figures for 1971 and January to October 1972 were £315 million and £326 million respectively.

Mr. Onslow was also asked to state the total amount of public funds, including grants, loans and written-off debts, received by the British civil aerospace industry from 1962 to 1971, inclusive, and for 1972 to date. He replied that the total amounts received were £730 million in the financial years 1962/3 to 1971/2 and £66 million in the year 1972/3 to date. Mr. Onslow explained: 'The figures are gross; they take no account of receipts which have accrued to HMG under the terms of launching aid and other agreements. They do not include grants available to industry generally.' Information was also requested on the total numbers employed in, and the exports achieved by, the aerospace industries of the United States of America, France, Germany and Japan. The following figures were given:

	Total employees in aerospace industry, 1970 (Thousands)	Value of recorded exports of aircraft, engines and parts, 1970 (Millions of US $)
USA	783	3,084
France	106	367
Germany	55	174
Japan	26	35
	Sources: Various	Source: OECD

Export sales include the value of work done by sub-contractors outside the aerospace industries concerned, to an extent which varies from one industry to another. Re-exports, included above, also vary.

Shipbuilding

Referring to 'the difficulties faced by companies such as Manchester Marine as a result of unfair competition from overseas in building ships' a Member asked if the Secretary of State would review his policy of support for British shipbuilders. Mr. Chataway answered: 'The Government is actively engaged in international efforts to eliminate factors which distort the conditions under which UK shipbuilders compete internationally. An urgent appraisal of the future prospects of the UK shipbuilding industry is currently being undertaken by the Industrial Development Executive.'

Mr. Chataway was also asked if he would consider including hovercraft in the list of approved categories for qualification for the shipbuilding subsidy, so as to act as an incentive to hovercraft development and to encourage the diversification of shipyard skills and activities. He replied: 'The construction grant scheme was introduced to meet a particular situation in the shipbuilding industry. Hovercraft development is being encouraged by special assistance of £2 million, as announced to the House on March 20, 1972.'

North Sea oil

A Member asked what proportion of the gross revenues to be derived by the oil companies from the natural resources extracted from the Scottish field in 1980 it was estimated would accrue by way of licences, royalties, rentals and taxation to the Exchequer; and how this figure compared with the estimated proportion to be gained by the Organisation of the Petroleum Exporting Countries States and the Norwegian Government from the same oil companies operating in their areas. Mr. Emery replied: 'Licence terms vary from country to country in OPEC and from contract to contract in both Norway and the OPEC countries. Thus no direct comparisons are possible. The 12½ per cent royalty applied in the UK is typical of rates in force elsewhere. Obviously no estimates can be made of receipts from taxation because these will vary depending on the taxation arrangements, the rates in force and the individual circumstance of the companies.'

He said in answer to another question that the present estimate of cost for the investment in finding, extracting and pumping oil necessary to produce 75 million tons by 1980 was about £2,000 million.

Mr. Emery was also asked what had been the total amount of money accruing to the Government from the sale of exploration licences in the North Sea to find oil, and said that £46.7 million had been received for licences to search for and get petroleum, which included oil and natural gas, in the UK sector of the North Sea.

Oil pollution

A question was asked on the machinery existing for monitoring the coastline for oil pollution and for oil slicks at sea: and how the information was recorded. Mr. Onslow answered that standing arrangements existed for ships and aircraft to report oil slicks at sea and any incidents likely to cause oil pollution. These reports, together with any from sources ashore, were co-ordinated by HM Coastguard, who also carried out regular patrols of beaches. The information was recorded at the point of receipt and in the DTI's Marine Division and the Department of the Environment and the Welsh and Scottish Offices were kept informed.

Another question was on the International Maritime Consultative Organisation proposals for a ban on the discharge of oil at sea. Mr. Onslow said that the International Conference on Marine Pollution, to be convened in October 1973 by the Intergovernmental Maritime Consultative Organisation, would have before it a number of proposals for eliminating deliberate pollution of the sea by oil, including some proposals for banning all discharges. The attitude of the UK delegation towards the various proposals would be fully considered before the Conference.

Aircraft noise and smoke

Figures were requested giving the latest measurement of noise, at the statutory measuring points, on take-off, flyover, and landing, approach, of Boeing 707-320C, Douglas DC8-50 and Production Concorde aircraft. Mr. Onslow replied that no measurements had been made of the noise levels of these aircraft under the requirements of the United Kingdom noise certification scheme. The latest estimated values under these conditions for the American aircraft were shown in the table below, together with the manufacturers' estimates of production Concorde noise levels:

	Take-off (flyover)	Approach
	EPNdB	
DC8-50 (JT3D)	115	116
DC8-50 (JT3D-3)	115	116
DC8-50 (JT3D-3B)	114	118
Boeing 707-320C	114	120
Concorde	114	115

Answering a similar question about smoke emission, Mr. Onslow said that smoke emissions from the engines of these aircraft, measured in Hartridge Smoke units, were as follows:

Boeing 707, Douglas DC8	approximately 6
Boeing 727	approximately 13
Boeing 727 with modified engine	approximately 3
VC10	approximately 9
Concorde (Production Engine)	approximately 2

THURSDAY, DECEMBER 7

Night flights from Heathrow

Mr. Heseltine told a Member that there were no specific plans at present to permit certain night flights from Heathrow for suitably equipped aircraft. 'I appreciate that there is a case for giving noise certificated aircraft preferential treatment under any night jet regime and this will be considered as part of the continuing review of night jet movements,' he said.

Machine tool industry

Mr. Grant, was asked what research and development help was given by the Government to the machine tool industry in the United Kingdom. He answered that assistance was provided through R & D contracts, preproduction orders, and through the National Research Development Corporation. Other forms of assistance include the research carried out by the National Engineering Laboratory, universities and industrial research associations, the results of which were made available to industry.

Printing machinery industry

Mr. Chataway was asked what research and development help was given by the Government to the production of printing machinery in the United Kingdom, and replied that assistance was provided through R and D contracts through the preproduction order scheme and through the NRDC.

He was also asked what percentage of printing

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Government Publications in Wales

from

Her Majesty's Stationery Office, 109 St. Mary Street, Cardiff, CF11 JW

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machines used in the United Kingdom was imported, and said: 'It is not possible to deduce what percentage of printing machines in use in the United Kingdom is imported. It is estimated that in 1971 imports accounted for 55 per cent by cost of new machines supplied to the printing industry.'

Concorde

Mr. Heseltine was asked in how many parliamentary constituencies work was being carried out on the production of Concorde. He said that the manufacturers in this country responsible for manufacturing major components of Concorde were situated in 27 Parliamentary Constituencies. Actually employees in these companies would be spread much more widely.

CONSTITUENCIES WHERE WORK IS CARRIED OUT IN MAJOR COMPONENTS FOR PRODUCTION OF CONCORDE

Acton	Hereford
Bedfordshire—Mid	Hitchin
Birmingham—Handsworth	Leeds—South
Birmingham—Sparkbrook	New Forest
Bromsgrove	Ogmore
Chicester	Pontypool
Coventry—South	Preston—North
Croydon—South	Pudsey
Devizes	Sheffield—Hillsborough
Eastleigh	Solihull
Esher	West Lothian
Glasgow—Craigton	Willesden East
Gloucester—South	Yeovil
Gosport and Fareham	

Copyright Act

A Member asked if legislation would be introduced to amend the Copyright Act 1956 in order to remove difficulties arising out of the Design Copyright Act 1968 with respect to the protection of functional designs. 'My Department is seeking the views of bodies representing industry and practitioners on this point,' replied Sir Geoffrey Howe. 'I will be able to take a decision when their views are received.'

FRIDAY, DECEMBER 8

Industrial development grants

A Member asked Mr. Chataway what grants had been made available for industrial development for new industries and existing industries expressed as total amounts, what new job provision had been made available and was in the pipeline, and what was the total number of redundancies in the Northern Region for 1972 to the latest available date. He regretted that no details of payments under the new Industry Act or of jobs resulting in Northern Region were yet available. A provisional total of 13,000 redundancies had been recorded as due to occur in the Northern Region between January 1 and November 30, 1972. During this period the total number unemployed in the Northern Region fell by 12,900.

Registered companies

In reply to a question, Sir Geoffrey Howe said there were approximately 602,000 companies on the registers in Great Britain at the end of October 1972.

Heathrow noise

In view of the fact that Wembley residents were being disturbed especially at night by the noise of aircraft preparing to land at Heathrow, would steps be taken to lessen this noise and its frequency. Mr. Heseltine said recent prevalence of strong cross-winds had, for safety reasons, required aircraft landing at Heathrow to use Runway 05/23 for long periods, including the night. This would have caused an unusual degree of disturbance in the Wembley area, but the position should improve with a return to more normal conditions. Runway 05/23 was used only for about 3 per cent of the time in a typical year.

Imports from Republic of Ireland

What was the total value of imports from the Republic of Ireland in each of the last five years, and what was the latest figure for 1972 to date? asked a Member. Sir Geoffrey Howe said the figures for 1967 to 1970 were published in Table 274 of the Annual Abstract of Statistics 1971, for 1971 in Table I of Volume I of the Annual Statement of Trade for 1971, and for January to October 1972, the latest period available, in Table II of the October 1972 issue of the Overseas Trade Statistics.

GOVERNMENT SALES

MINISTRY OF DEFENCE

December 20, 1972 Miscellaneous Stores

Location: The County Hall, Botchergate, Carlisle

Auctioneers: Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle GA1 1SE. (Tel: 26292/3/4)

Machine tools including folding, grinding and grading machines; sanders; pneumatic drills etc; furniture and kitchen equipment; wooden and metal boxes; a quantity of mini buses; Morris Mini and Minor Saloons; ambulance; fork lift trucks; dumpers; sledge hammers, shovels, spades; hand tools; electrical equipment including oscilloscopes, oscillators, capacitors, transformers, connectors, switches, terminals, valves, plugs; instruments including clinometers; calipers; cameras, stop watches, clocks, binoculars, flash guns; clothing including boots, shoes; etc.

TYRES

and

Graded Waste Rubber and raw materials for the Rubber Industry

World Wide Exporters

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TEL: 01-807 2150

January 4, 1973 Miscellaneous Stores

Location: The Memorial Hall (entrance through Central Hall), High Street, Chatham, Kent

Auctioneers: Fuller Horsey Sons & Cassell (Dept. L), 52 Bow Lane, London EC4M 9ET (Tel: 01-248 7954)

Machine tools including grinding, boring, milling and drilling machines; lathes, multi purpose machine, slotting machine, guillotines, hacksawing machines, mobile cranes, tractor plant pile driver, mobile grader, compressors, generators; fork lift trucks; Ford van; water pumping sets; ball bearings; cable; non-ferrous metal; 5 gall oil drums; MT spares and tyres; large quantity of stirrup pumps; electronic, laboratory and photographic equipment; watches, clocks, and binoculars; clothing including boots, shoes; mixed rags; furniture; kitchen utensils; paint etc.

January 10/11, 1973 Miscellaneous Vehicles and Plant

Location: Ordnance Storage & Disposal Depot, Ruddington, Notts

Auctioneers: Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL. (Tel: 0602-54272)

Large quantity of Saloon cars; estates; limousines; road making plant; heavy duty trucks; light vans; cranes; tippers; dumpers; refuellers; coaches; ambulances, breakdown and dropside trucks, fork lift trucks; graders; motor cycles etc.

January 24/25, 1973 Miscellaneous Stores

Location: Regional Depot RAOC, Moreton-on-Lugg, Hereford

Auctioneers: Russell Baldwin & Bright (Dept. L), 20/21 King Street, Hereford, HR4 9DB (Tel: 0432 4366)

Quantity of miscellaneous stores including furniture, kitchen utensils, clothing, machine tools, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

NEW PUBLICATIONS

The United States and the Industrial World: American Foreign Economic Policy in the 1970's by William Diebold. (463 pages. Published by Praeger for the Council on Foreign Relations. £5.75.) At a time when the foreign economic policy of the United States is under discussion and its aims and methods are also in question, this book provides a useful insight into America's present problems and explains how they arose. It examines present and future policy in the perspective of the past, in order to see what blend of change and continuity will meet the needs of the future. Part I deals with the salient features of American policy towards Western Europe, Japan and Canada in the postwar period. Part II examines the problems of the '70s in trade policy; investment and the internationalisation of business, including the multinational corporation; the world monetary system and the relation of the US balance of payments to it; and, finally, the world policy for agriculture. Part III outlines possible future solutions to economic policies on a global scale and looks at the prospects for European regionalism and the desirability of another such grouping among the industrialised nations. It presents a feasibility plan for the modernisation of the Bretton Woods approach to monetary problems and considers its relevance to the relations of industrialised countries in the '70s. It also analyses the difficulties which the United States faces, and questions whether the US is still in a position to take the lead in finding solutions for international problems, or whether it should confine its pursuits to purely national interests and place less stress on international co-operation. The epilogue describes the most recent changes in the US Government's foreign policy and highlights the events of August 1971 which led to the world monetary crisis and the realignment of exchange rates in the industrial countries.

Europe—A Selected Review. Technical Help to Exporters, British Standards Institution. (120 pages. THE BSI, Hemel Hempstead Centre, Maylands Avenue, Hemel Hempstead, Herts. £5.00.) In 1960, the standardising institutions of Western Europe formed CEN (the European Committee for Standardisation) in order to promote the development of trade and the exchange of services within the region, by voluntarily establishing harmonised national standards. When the EEC Council of Ministers, supported by leading European industrial federations, adopted in 1969 its 'General Programme for the Elimination of Technical Barriers to Trade', CEN was in a position to gain recognition by the EEC Commission as the prime source of standards to which EEC Directives could refer as a technical base. The unique feature of European standards is the degree of commitment to the agreed text, which, if accepted nationally, is published forthwith as the national standard. Agreement in standardisation, however, can be slow: many obstacles to the exporter remain and one of the services rendered by BSI's Technical Help to Exporters service has been the identification of these obstacles with a view to their ultimate amelioration. This survey is intended to aid the exporter by supplying informative general marketing information on the EEC together with standards and other technical information broken down into broad industrial groupings. After an introductory overview the Head of BSI's Export Services and Quality Assurance Departments surveys some of the major technical barriers to trade and shows how THE can help commerce and industry in this field. Section 3 is a statistical survey of the EEC; the data being presented in both tabulated and map form. Topics covered include employment and trade, comparisons being drawn in several cases with US and total world figures. The compilation was finalised while Norway was still a candidate for membership of the European Communities, and the figures provided for the enlarged EEC therefore need adjusting. A brief look at the metric market follows and the importance of the International System of Units —the 'SI'—is stressed. Sections 5 to 15 examine standardisation, results and prospects, in 10 major product groups; Domestic and Commercial Electrical Equipment; Industrial Electrical Equipment; Electrical Equipment in Flammable Atmospheres; Pressure Vessels; Water Services and Equipment; Cranes; Gas Equipment; Building Control; Motor Vehicles and Equipment and, finally, Data Transmission. Section 10 is devoted to industrial hazards. Many of these sections have concisely tabulated charts showing various national standards under national headings—usually the EEC countries plus the UK, Denmark, Ireland and Norway. A fairly comprehensive directory of relevant organisations forms the penultimate section; each entry gives the full address of the body concerned together with a short annotation describing aims and functions. The survey ends with a list of publications available from THE, providing full information on THE Digests.

Advantages of the Metric System: a study by A. J. Ede. (92 pages. Published for the Metrication Board by HMSO. 55p SBN 11 700183 X.) This independent study, written by a scientist with a long standing interest in metrication, outlines the development of the metric system from its early beginnings in the 17th century to the international system of today. Professor Ede compares it with the imperial system in a variety of contexts—in everyday use, in technical and special use and then proceeds to describe the advantages of the metric system in its modern form. The extent to which its use has received general acceptance is shown by the fact that metric has already become the official system in 103 sovereign states and a further 28 countries have now chosen to adopt it. This trend is further emphasised by the knowledge that, without exception, scientists in all nations conform to the system; for example, organisations such as the US National Aeronautics and Space Administration issue all formal reports of scientific work in metric terms. Furthermore the metric system has been developed at the international level by an organisation—the General Conference of Weights and Measures—which includes the UK and the USA. The publication examines the special advantages to be derived from the use of metric in some detail: the simplification of computation leading to substantial time saving; increased clarity of calculation with accompanying avoidance of serious error; and better understanding of scientific and technical data from external sources. Domestic and educational advantages are also analysed. The author describes how, in technical use, the metric system simplifies calculations in engineering, agriculture, building and commerce. Metrication will eliminate the present dual system in technical calculations as well as avoiding the hazards of arbitrary factors which working in imperial requires. The book is well illustrated throughout with many examples of conversions and comparisons, both by charts and computational examples.

The Multinational Company in Europe: some key problems, edited by Michael Z. Brooke and H. Lee Remmers. *International Business Series.* (209 pages. Longman. £4.95. ISBN 582 45021 7.) The importance and topicality of this thematic collection of papers lies in the fact that it explores the operational problems arising from the relationship between two of the most influential factors in modern economic affairs—the European Economic Community and the multinational company. The idea for the book arose at a Brussels meeting of the European Association of Management Training Centres (now merged into the European Foundation for Management Development) and the resulting work is essentially a synthesis of some of the Brussels discussions. Apart from three papers contributed by the editors, six specialists in management economics, commercial education and industrial technology deal with various aspects of the European multinational company. After an introductory chapter setting the subsequent contributions in the European context, chapter 2 describes the determinants of financial strategy in foreign operations; including the sources and methods of financing foreign subsidiaries, the possible magnitude of cash flow available, the amount of local finance desirable, and, finally, shows the effect of growth on the financial structure of foreign subsidiaries. The next chapter concerns accounting practices—in particular, the translation of foreign currencies in financial statements—and points to the urgent need for international standardisation. The role of the national manager in a multinational company is discussed in chapter 4, a useful feature of which is the industry-by-industry approach to the manager's situational problem. Chapter 5 investigates the art of choosing an American joint venture partner and is based on the results of two research projects. The pioneering experience of European industry in the organisation of the multinational firm is described in the following chapter and is compared to multinational development in the United States. Chapters 7 and 8 analyse the topics central to management as such: the decision-making process; communication; management and national culture—eg the effects of national attitudes on corporate stratification, and, finally, the education of multinational managers. The international corporation's problems of resource allocation are identified and discussed in chapter 9, this being the one area where increasingly centralised control techniques are imperative. The volume concludes with a short but lucid summary of guidelines. The value of this study is enhanced by the inclusion of an extensive bibliography listing both books and articles. The incorporation within the text of much original data underlines the empirical and original tone of the 10 papers and helps to render the book useful to all those, whether in industry, commerce, management education or the public service who are concerned with the new Europe and the new international corporation.

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure: Total	Fixed capital expenditure: of which: Manufacturing industry	Fixed capital expenditure: of which: Distributive and service industries	Changes in stocks: Total	Changes in stocks: of which: Manufacturing industry	Changes in stocks: of which: Wholesalers	Changes in stocks: of which: Retailers	Balance of payments: Current balance	Balance of payments: Visible balance	Balance of payments: Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,058	1,012	series in £ million				series in £ million		
1967	113	110	132	123	124	186	−37	13	22	−315	−557	242
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	141	150	342	232	26	27	444	−143	587
1970	121	116	142	151	168	265	214	42	13	681	12	669
1971	123	119	141	140	165	24	−153	−4	36	1,042 r	299	743 r
1970 3rd qtr	122	117	141	151	166	103	44	7	—	81	−72	153
4th qtr	123	118	144	157	174	81	72	23	15	228	60	168
1971 1st qtr	120	116	140	145	156	89	41	−1	−44	124	−67	191
2nd qtr	122	119	141	137	168	−67	−114	11	38	297 r	113	184 r
3rd qtr	123	120	141	142	168	−34	−59	−9	6	361 r	177	184 r
4th qtr	124	122	142	135	167	36	−21	−6	36	260 r	76	184 r
1972 1st qtr	121	123	145	139††	167	−154	−110	−6	−29	38 r	−125	163 r
2nd qtr	125	126	144	125 ††	185	−86	−142	−5	31	84 r	−75 r	159 r
3nd qtr				122 p††	170 p		−109 p	3 p	−24 p	−106	−280	174
% change latest 2 quarters:												
on prev. 2 quarters	−0.3	+2.6	+2.3	..	+6.2							
on a year earlier	+1.8	+5.9	+3.1	..	+5.8							

	Index of industrial production: Total all industries	Index of industrial production: Total manufacturing industries	Personal expenditure: Retail sales	Personal expenditure: Cars: new registrations	Prices and costs: Index of retail prices: Index‡	Prices and costs: Index of retail prices: % increase on a year earlier	Prices and costs: Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Prices and costs: Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Prices and costs: Basic hourly wage rates of manual workers (all industries and services)‡	Labour: Wholly unemployed excluding school leavers and adult students: mid-month count	Labour: Wholly unemployed excluding school leavers and adult students: % of total employees	Labour: Unfilled vacancies for adults: mid-month count	Trade§: Exports	Trade§: Imports
			at 1966 prices	monthly averages									at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	Jan 31, 1956†				1963	1963
£m in base year			11,372	thousands						thousands		thousands	4,282	4,362
1967	113.9	114.2	101.1	93.1	119.4	2.5	107.5	110.9	175.3	510	2.2	174	120	130
1968	119.8	121.4	103.1	93.1	125.0	4.7	117.3	115.3	187.3	538	2.3	188	147	159
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	197.4	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	217.7	568	2.5	186	184	181
1971	125.0	126.9	103.8	108.5	153.4	9.4	132.6	137.7	246.4	737	3.2	129	205	195
1970 3rd qtr	124.5	127.4	104.0	93	141.1	6 9	124.9	128.7	219.5	571	2.5	185	175	178
4th qtr	125.0	128.8	103.6	93	144.0	7.7	127.3	131.4	228.3	582	2.5	176	199	190
1971 1st qtr	124.5	126.7	101.8	91	147.9	8.6	129.7	134.4	237.5	634	2.8	150	186	189
2nd qtr	125.2	127.2	103.2	95	153.2	9.8	133.1	137.2	242.4	709	3.1	128	212	197
3rd qtr	125.6	127.2	104.4	116	155.3	10.1	134.1	139.2	248.6	772	3.4	119	214	194
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	257.0	832	3.7	118	210	199
1972 1st qtr	122.2	125.1	106.1	121	159.7	8.0	135.0	141.6	265.9	870	3.8	124	204	212
2nd qtr	129.3	129.9	108.4	144	162.7	6.2	136.1	143.4	272.0	834	3.7	133	213	217
3rd qtr	130.5	132.9	111.6	142	165.4	6.5	139.4	146.0	103.4 †	807	3.6	146	194 p	217 p
Mar	127.2	129.8	106.2	116	160.3	7.6	134.7	142.0	266.9	879	3.9	126	199	219
Apr	127.2	128.2	107.7	127	161.8	6.3	136.0	142.6	268.6	871	3.8	128	208	218
May	130.7	131.2	107.8	151	162.6	6.1	136.2	143.4	271.7	834	3.7	134	208	216
Jun	129.9	130.2	109.4	154	163.7	6.1	136.1	144.1	275.8	798	3.5	139	224	216
Jul	131.0	133.9	112.4	128	164.2	5.8	137.3	144.9	100.0†	803	3.5	140	209 p	197 p
Aug	130.1	132.9	111.8	157	165.5	6.6	139.6	146.0	103.5	807	3.6	148	139 p	189 p
Sep	130.3	131.8	110.9	140	166.4	7.0	141.2	147.0	106.8	812	3.6	151	233 p	266 p
Oct			112.3	150 p	168.7	7.9	144.8 p	148.2 p	107.6 p	774	3.4	165	254 p	263 p
Nov							146.4 p	149.2 p		756 p	3.3 p	180 p		
% change latest 3 months:														
on prev. 3 months	+0.9	+2.3	+1.6	+ 3.3	+2.1		+4.7	+2.1	..	−2.7		+16.3	−2.1	+14.0
on a year earlier	+3.8	+4.3	+6.2	+22.5	+7.1		+8.2	+6.0	..	−3.9		+40.2	−2.7	+22.2

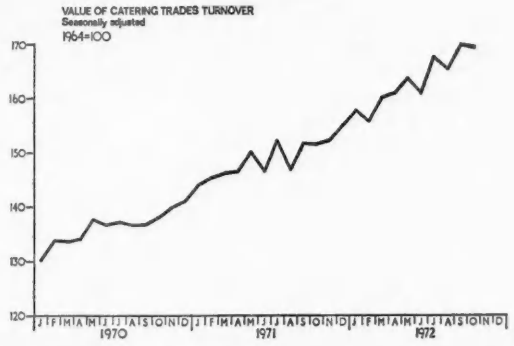
(††) Not directly comparable with earlier figures; see Capital Expenditure article in *Trade and Industry*, Volume 7, No. 11, June 15, 1972.
(‡) Not seasonally adjusted. (†) New series from July 1972 based on July 31 1972 = 100 (§) On a balance of payments basis

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

CATERING TRADES

Turnover of the catering trades in October


VALUE OF CATERING TRADES TURNOVER
Seasonally adjusted
1964=100
170
160
150
140
130
120
J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D
1970
1971
1972

THE total turnover of the catering trades in the three months August to October was 3 per cent more than in the preceding three months, after allowing for normal seasonal movements. This is in line with the average increases shown in recent periods.

Recent percentage increases compared with a year earlier, based on non-seasonally adjusted data, for the main kinds of business are as follows:

	All caterers	Licensed hotels and holiday camps	Restaurants, cafes and fish and chip shops	Public houses	Canteens
1972 2nd quarter	9	13	10	8	6
3rd quarter	12	15	15	10	5
October	12	15	10	12	8

Note

The Easter holiday was split between the first and second quarters in 1972, but fell entirely in the second quarter in 1971.

TABLE 1. TURNOVER OF ALL CATERERS SEASONALLY ADJUSTED

Index numbers of turnover per week (†) 1964 = 100

	Value at current prices (Turnover in 1964 — £1,985 million)
1964	100
1965	106
1966	111
1967	113
1968	117
1969	126
1970	136
1971	149
1969 1st quarter	123
2nd quarter	125
3rd quarter	127
4th quarter	129
1970 1st quarter	133
2nd quarter	136
3rd quarter	137
4th quarter	140
1971 1st quarter	145
2nd quarter	148
3rd quarter	150
4th quarter	153
1972 1st quarter	158
2nd quarter	162
3rd quarter	168
1972 April	161
May	164
June*	161
July	167
August	165
September *	170
October	169
1972 May-July	164
August-October	168
Percentage increase	3

† The monthly periods consist of four weeks except those marked * which are of five weeks. The October 1972 period was the four weeks from October 1, 1972 to October 28, 1972. The October 1971 period was the four weeks from October 3, 1971 October 30, 1971.

Vehicle production in November 1972 —estimated figures

ON the basis of the production of the major manufacturers estimated total production in the four weeks to November 25 was:

	Total	Average Weekly Rate
Cars	178,000	44,500
Commercial Vehicles	41,600	10,400

During the same period of last year the actual average weekly rate of production was 36,354 for cars and 9,308 for commercial vehicles.

The usual notice giving more precise and detailed figures for the period, will be published later this month.

British Labour Statistics: Historical Abstracts 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.25)

Also available:
British Labour Statistics: Year book 1969 **£6.50** (by post £6.75)

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HMSO BOOKS

Commodity analysis of the turnover of large retailers

THERE are two distinct, although related, ways of analysing the total turnover of a group of retailers. Turnover can be analysed in terms of sales of particular *commodity groups*, for example alcoholic drink; alternatively the analysis can be by sales of particular *kinds of business*, for example off-licences. The two methods of classification clearly differ since off-licences do not sell only alcoholic drink, nor is alcoholic drink sold only by shops which would be classified as off-licences.

In the periodic Censuses of Distribution, information is collected on sales in various commodity groups, and in the reports of the Censuses turnover is analysed both by commodity and by kind of business. However, in the monthly retail sales inquiry, which provides a measure of the movement of total retail sales between Census years, commodity information is not, in general, collected, and the detailed analysis has therefore to be by kind of business. The reason for not collecting commodity detail in the monthly inquiry is to simplify the information requested from contributors.

In order to provide more up-to-date information about trends in the sales of particular commodity groups, large retail organisations have been asked, as part of the Annual Inquiries into the Distributive and Service Trades conducted by the Business Statistics Office for 1967 and subsequent years, to complete an analysis of their turnover by fifteen groups of commodities. For this purpose, 'large retail organisations' are defined as those which had a turnover exceeding £1 million in 1966. The results for the four years 1967 to 1970 are given in this article with corresponding figures from the 1966 Census of Distribution. A similar article covering the years 1966 to 1969 was published in *Trade and Industry* on June 30 1971.

A detailed cross-analysis of the value of sales in the fifteen commodity groups and in eight kinds of business is given in Table 1, which also shows the percentage share of each commodity group within the total turnover of each kind of large retailer. Tables 2 and 3 show, in index form, movements in the value of total sales by large retail organisations, analysed by commodity and by kind of business respectively. All figures are at current prices.

The returns relate to large retailers and therefore should not be taken as necessarily typical of all retailers in the same kind of business, either as regards the growth of sales, or as regards their composition. Table 4 shows, for each commodity group and for each kind of business, the proportion of sales by all retailers which in 1966 was accounted for by the large retailers included in the statistics.

The following paragraphs comment on the trends in sales by large retailers of some of the major commodity groups and also show the shares of sales of each commodity group held by broad kinds of business. Some of the statistical qualifications to the interpretation of the figures are given in a technical note at the end of the article.

Food (including chocolate and sugar confectionery) —Table A

Sales of food by large retailers increased by a further 7 per cent in 1970, in value terms, making an overall increase of 32 per cent between 1966 and 1970. The large co-operative societies' share of all sales of food by large retailers fell further in 1970. The shares of other food shops and of non-food shops both continued to increase. (About a half of the sales by non-food shops represent sales of chocolate and sugar confectionery).

TABLE A

	1966	1967	1968	1969	1970
	£ million				
Sales of food by large retailers: Total	1,844.5	1,969.1	2,114.3	2,272.1	2,437.4
Kind of business	Percentage				
Retail co-operative societies	28.5	26.4	25.4	25.1	24.3
Other food shops	59.3	61.1	61.5	61.5	61.9
Non-food shops	12.2	12.5	13.2	13.3	13.8

Alcoholic drink—Table B

The value of sales of alcoholic drink by large retailers increased strongly in 1970 to almost double its 1966 level, a much faster growth than that of total consumers' expenditure on alcoholic drink. The co-operative societies' share rose to over 11 per cent in 1970 after fluctuating around 9 per cent between 1966 and 1969. The share of sales accounted for by large grocers, which had been growing very rapidly, showed only a small increase in 1970. The share going to other food shops (mainly off-licences) continued to decline in 1970, although it still represented more than half of all sales of alcoholic drink by large retailers.

TABLE B

	1966	1967	1968	1969	1970
	£ million				
Sales of alcoholic drink by large retailers: Total	115.1	134.8	149.0	187.2	225.6
Kind of business	Percentage				
Retail co-operative societies	9.5	8.8	9.5	9.1	11.3
Grocers	17.9	19.7	22.9	27.0	27.7
Other food shops	66.7	65.4	62.0	59.1	56.6
Non-food shops	5.9	5.9	5.6	4.9	4.4

Cigarettes and tobacco—Table C

There was little further increase in the value of sales of cigarettes and tobacco by large retailers in 1970, following a rise of about a half between 1966 and 1969. The share of these sales accounted for by large co-operative societies was broadly maintained in 1970 at the level of 38 per cent reached in 1969, after falling from over a half in 1966. The share going to food shops increased in 1970 to over 30 per cent, but the increase was less dramatic than in 1969. The share of non-food shops (which includes the 'confectioners, tobacconists, newsagents' kind of business) showed a further decline to 32 per cent in 1970. It must, however, be remembered when comparing these figures that a large part of all sales of cigarettes and tobacco by retailers is still made through the traditional confectioners, tobacconists and newsagents shops belonging to smaller

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organisations. Large organisations were responsible for only 20 per cent of all tobacco sales by retailers in 1966.

TABLE C

	1966	1967	1968	1969	1970
	£ million				
Sales of cigarettes and tobacco by large retailers: Total	188.2	190.2	222.8	283.3	289.7
Kind of business	Percentage				
Retail co-operative societies	51.6	48.9	44.9	38.4	37.6
Food shops	10.7	13.4	18.3	27.1	30.4
Non-food shops	37.7	37.6	36.8	34.5	32.0

Goods other than food, alcoholic drink and tobacco—Tables D, E and F

In 1970, the value of sales of these non-food goods and services by large retailers increased by 10 per cent, making an increase of 30 per cent between 1966 and 1970. There were no sharp changes in the shares of sales accounted for by the different broad kinds of business. Over the period 1966 to 1970 as a whole there was some decline in the share of large co-operative societies and a compensating increase in sales by non-food shops. The shares of department stores and general mail-order houses were fairly stable.

TABLE D

	1966	1967	1968	1969	1970
	£ million				
Sales other than food, alcoholic drink or tobacco by large retailers: Total	2,703.6	2,824.2	3,025.3	3,200.8	3,513.7
Kind of business	Percentage				
Retail co-operative societies	10.5	9.5	8.9	8.6	8.2
Food shops	2.4	2.5	2.7	2.7	2.8
Non-food shops	58.3	58.6	58.9	59.5	60.3
Department stores	15.8	16.2	16.1	15.9	15.7
General mail-order houses	13.1	13.3	13.4	13.3	13.1

CLOTHING AND FOOTWEAR—TABLE E: As a proportion of all sales of clothing and footwear by large retailers, the value of sales by large clothing and footwear shops increased further in 1970. There was a fall in the share of sales through department stores to under 15 per cent in 1970 from about 16 per cent in the period 1966 to 1968. The share going to general mail order houses was little changed at 15 per cent.

TABLE E*

	1966	1967	1968	1969	1970
	£ million				
Sales of clothing and footwear by large retailers: Total	1,261.6	1,300.5	1,382.4	1,491.6	1,635.0
Kind of business	Percentage				
Retail co-operative societies	5.9	5.4	5.3	4.9	4.6
Clothing and footwear shops	55.9	55.8	56.0	56.8	57.3
Other non-food shops	6.8	7.2	6.9	6.4	6.3
Department stores	16.0	16.2	15.9	15.2	14.8
General mail-order houses	14.7	14.7	14.7	14.6	14.9
Remainder (Grocers, Other food shops, Durable goods shops)	0.7	0.7	1.2	2.1	2.1

ELECTRICAL APPLIANCES, FURNITURE ETC—TABLE F: The co-operative societies' share of sales by large retailers of electrical appliances, furniture etc continued to decline in 1970. The most marked movement in the pattern of sales of electrical appliances, furniture etc in 1970 was a fall to 16 per cent in the share of general mail-order houses, which had been over 17 per cent between 1966 and 1969.

TABLE F*

	1966	1967	1968	1969	1970
	£ million				
Sales of electrical appliances, furniture, etc. by large retailers: Total	518.9	566.3	608.5	636.0	704.3
Kind of business	Percentage				
Retail co-operative societies	13.4	11.7	11.0	10.5	10.0
Durable goods shops	34.7	35.8	37.1	37.4	37.9
Othe non-food shops	10.2	10.0	9.4	10.0	10.7
Department stores	21.1	21.4	21.3	21.2	21.7
General mail-order houses	17.2	17.5	17.3	17.3	16.0
Remainder (Grocers, Other food shops, Clothing and footwear shops)	3.4	3.6	3.9	3.6	3.7

* In Tables E and F, the percentage shares for certain kinds of business have been combined to avoid disclosing the business of individual organisations.

Technical Note

The coverage of the figures for large retailers is, as far as possible, consistent one year with another between 1966 and 1970. However, the figures for all years are incomplete because of the failure of some large retailers to submit returns in time. In a few cases estimates have been made for retailers failing to submit returns for one or two years, and the proportions of turnover which have been estimated in this way are shown in the footnote below Table 1. Where this has not been possible, the missing retailers have been omitted from the figures for all years to make the series consistent. The proportions of the 1966 turnover of all large retailers accounted for by the organisations which have been omitted because of non-response, businesses closed etc are:

	Percentage
Grocers	0.8
Other food shops	2.6
Clothing and footwear shops	0.2
Durable goods shops	5.4
Other non-food shops	0.2
Department stores	0.8
General mail-order houses	5.2
All kinds of business	1.3

There are two minor respects in which the figures for each year may not be consistent in the series. First, there may be changes in coverage due to acquisitions and disposals of businesses since 1966 which have not been notified to the Business Statistics Office. Secondly, the reporting unit for the Annual Inquiries does not always precisely match the reporting unit for the Census of Distribution. For co-operative societies, for instance, the turnover reported in the Annual Inquiry may cover productive bakeries, meat factories, building and painting departments and other non-retail activities which are normally excluded from the Census figures and which are also excluded from the monthly index of retail sales. In the case of this latter inconsistency, the figures for 1967 to 1970 should all be on a comparable basis, but the basis for the 1966 figures may be marginally different.

The 1968 edition of the Standard Industrial Classification has been used throughout, except as indicated in the footnote to Table 4.

To avoid disclosing the business of individual organisations, many of the non-food goods sold by grocers and other food shops have had to be grouped together.

(*continued on next page*)

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TURNOVER OF LARGE RETAILERS
continued

TABLE 1. COMMODITY ANALYSIS OF THE TURNOVER (AT CURRENT PRICES) OF LARGE RETAIL ORGANISATIONS
Commodity share within each kind of business (1)

Commodity	All kinds of business										Retail Co-operative Societies									
	1966		1967		1968		1969		1970		1966		1967		1968		1969		1970	
	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%
Food	1,844.5	38.0	1,969.1	38.5	2,114.3	38.4	2,272.1	38.2	2,437.4	37.7	525.1	57.3	520.6	58.2	536.3	58.2	571.2	58.8	592.2	58.5
Alcoholic drink	115.1	2.4	134.8	2.6	149.0	2.7	187.2	3.1	225.6	3.5	10.9	1.2	11.9	1.3	14.2	1.5	17.0	1.7	25.4	2.5
Cigarettes and tobacco	188.2	3.9	190.2	3.7	222.8	4.0	283.3	4.8	289.7	4.5	97.1	10.6	93.1	10.4	100.0	10.9	108.7	11.2	109.0	10.8
Newspapers, books and stationery	85.5	1.8	94.1	1.8	103.2	1.9	112.0	1.9	121.4	1.9	1.7	0.2	1.6	0.2	1.6	0.2	1.6	0.2	1.9	0.2
Hardware, soap, etc.	212.5	4.4	216.6	4.2	225.3	4.1	223.0	3.7	243.9	3.8	37.0	4.0	33.7	3.8	30.8	3.3	32.8	3.4	36.8	3.6
Electrical appliances, records, etc.	161.5	3.3	187.7	3.7	206.7	3.7	222.0	3.7	260.9	4.0	20.4	2.2	20.9	2.3	22.1	2.4	22.6	2.3	22.8	2.2
Furniture, furnishings and floor coverings	357.4	7.4	378.6	7.4	401.8	7.3	414.0	7.0	443.4	6.9	49.0	5.3	45.1	5.0	44.9	4.9	44.0	4.5	47.8	4.7
Men's and boys' wear	329.1	6.8	341.5	6.7	368.7	6.7	401.0	6.7	437.4	6.8	21.9	2.4	19.9	2.2	20.0	2.2	19.8	2.0	20.2	2.0
Women's, girls' and children's wear, drapery, etc.	686.2	14.1	706.0	13.8	753.5	13.7	804.0	13.5	885.4	13.7	36.2	3.9	35.2	3.9	38.2	4.1	38.6	4.0	39.7	3.9
Footwear	246.3	5.1	253.0	4.9	260.2	4.7	286.6	4.8	312.2	4.8	16.2	1.8	15.4	1.7	15.3	1.7	15.4	1.6	15.9	1.6
Leather, sports and fancy goods and toys	108.0	2.2	112.0	2.2	124.2	2.2	130.3	2.2	139.5	2.2	4.8	0.5	5.0	0.6	4.5	0.5	4.7	0.5	4.8	0.5
Jewellery, watches and clocks, etc.	50.6	1.0	53.0	1.0	59.0	1.1	60.6	1.0	66.5	1.0	3.1	0.3	3.2	0.4	3.2	0.3	3.0	0.3	3.1	0.3
Drugs, toilet preparations, etc.	200.4	4.1	206.5	4.0	222.3	4.0	231.0	3.9	258.9	4.0	27.9	3.0	25.6	2.9	23.5	2.5	24.5	2.5	25.8	2.5
Photographic goods, perambulators and other new and second-hand goods	100.6	2.1	104.2	2.0	114.9	2.1	115.0	1.9	123.3	1.9	40.7	4.4	37.7	4.2	38.7	4.2	37.9	3.9	38.8	3.8
All other receipts	165.5	3.4	171.0	3.3	185.5	3.4	201.3	3.4	221.0	3.4	24.9	2.7	25.7	2.9	27.9	3.0	29.4	3.0	28.9	2.8
Total	4,851.4	100.0	5,118.3	100.0	5,511.4	100.0	5,943.4	100.0	6,466.4	100.0	916.9	100.0	894.6	100.0	921.2	100.0	971.2	100.0	1,013.0	100.0

TABLE 1 (*continued*)

Commodity	Grocers										Other Food Shops									
	1966		1967		1968		1969		1970		1966		1967		1968		1969		1970	
	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%
Food	860.1	90.1	954.8	89.6	1,031.8	87.7	1,119.0	85.0	1,224.5	84.3	233.7	72.7	247.5	71.4	268.0	72.0	279.4	68.6	284.4	65.8
Alcoholic drink	20.6	2.2	26.6	2.5	34.1	2.9	50.6	3.8	62.4	4.3	76.8	23.9	88.2	25.4	92.3	24.8	110.6	27.1	127.8	29.6
Cigarettes and tobacco	12.0	1.3	17.4	1.6	31.5	2.7	63.1	4.8	70.9	4.9	8.2	2.5	8.1	2.3	9.3	2.5	13.8	3.4	17.1	3.9
Newspapers, books and stationery Hardware, soap, etc. Electrical appliances, records, etc. Furniture, furnishings and floor coverings Men's and boys' wear Women's, girls' and children's wear, drapery, etc. Footwear Leather, sports and fancy goods and toys Jewellery, watches and clocks, etc Drugs, toilet preparations, etc. Photographic goods, perambulators and other new and second-hand goods All other receipts	61.7	6.5	66.6	6.2	79.0	6.7	83.8	6.4	95.1	6.5	2.8	0.9	2.9	0.8	2.4	0.6	3.7	0.9	3.2	0.7
Total	954.4	100.0	1,065.4	100.0	1,176.4	100.0	1,316.5	100.0	1,453.0	100.0	321.5	100.0	346.7	100.0	372.0	100.0	407.5	100.0	432.4	100.0

TABLE 1 (*continued*)

Commodity	Clothing and Footwear Shops									
	1966		1967		1968		1969		1970	
	£m	%	£m	%	£m	%	£m	%	£m	%
Food	74.1	9.1	87.7	10.3	100.1	10.9	111.3	11.0	126.4	11.3
Alcoholic drink	—	—	—	—	—	—	0.1	0.0	0.4	0.0
Cigarettes and tobacco	0.1	0.0	0.1	0.0	0.1	0.0	0.1	0.0	0.2	0.0
Newspapers, books and stationery	0.1	0.0	0.1	0.0	0.1	0.0	0.1	0.0	0.1	0.0
Hardware, soap, etc.	0.8	0.1	0.8	0.1	0.9	0.1	1.0	0.1	1.1	0.1
Electrical appliances, records, etc.	0.9	0.1	1.0	0.1	1.1	0.1	1.3	0.1	1.2	0.1
Furniture, furnishings and floor coverings	13.6	1.7	16.7	2.0	17.7	1.9	20.5	2.0	21.1	1.9
Men's and boys' wear	209.2	25.7	219.9	25.8	238.6	26.0	258.7	25.6	280.5	25.0
Women's, girls' and children's wear, drapery, etc.	329.9	40.5	336.6	39.5	362.0	39.4	395.1	39.1	443.6	39.6
Footwear	165.6	20.3	168.6	19.8	173.5	18.9	193.3	19.1	213.1	19.0
Leather, sports and fancy goods and toys	9.9	1.2	10.9	1.3	13.8	1.5	17.0	1.7	17.9	1.6
Jewellery, watches and clocks, etc	0.9	0.1	1.0	0.1	1.1	0.1	1.3	0.1	1.5	0.1
Drugs, toilet preparations, etc.	0.9	0.1	1.2	0.1	1.4	0.1	1.6	0.2	2.1	0.2
Photographic goods, perambulators and other new and second-hand goods	1.4	0.2	1.9	0.2	2.1	0.2	3.0	0.3	3.6	0.3
All other receipts	6.2	0.8	6.0	0.7	6.0	0.6	6.3	0.6	7.3	0.6
Total	813.6	100.0	852.5	100.0	918.5	100.0	1,010.7	100.0	1,119.9	100.0

TABLE 1 (*continued*)

Commodity	Durable Goods Shops (2)										Other Non-food Shops									
	1966		1967		1968		1969		1970		1966		1967		1968		1969		1970	
	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%
Food	—	—	—	—	—	—	—	—	—	—	116.5	16.1	120.4	15.8	134.5	16.4	143.7	16.7	157.1	16.7
Alcoholic drink	—	—	—	—	—	—	—	—	—	—	0.3	—	0.7	0.1	0.8	0.1	0.6	0.1	0.8	0.1
Cigarettes and tobacco	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	66.7	9.2	66.5	8.7	75.9	9.3	89.3	10.4	82.9	8.8
Newspapers, books and stationery	0.4	0.1	1.0	0.3	1.6	0.4	2.2	0.6	2.3	0.5	73.1	10.1	79.4	10.4	86.6	10.6	93.9	10.9	102.1	10.9
Hardware, soap, etc.	1.6	0.5	1.6	0.5	1.7	0.5	2.2	0.6	1.7	0.4	64.1	8.8	68.1	9.0	67.8	8.3	65.4	7.6	74.4	7.9
Electrical appliances, records, etc.	64.9	22.0	80.0	25.1	90.6	25.5	100.1	26.3	117.7	27.6	27.8	3.8	30.2	4.0	32.3	3.9	35.3	4.1	45.9	4.9
Furniture, furnishings and floor coverings	115.0	39.0	122.9	38.6	135.1	38.0	137.7	36.2	149.4	35.0	25.0	3.4	26.3	3.5	24.6	3.0	28.0	3.3	29.6	3.1
Men's and boys' wear											17.0	2.3	19.2	2.5	19.5	2.4	19.9	2.3	23.2	2.5
Women's, girls' and children's wear, drapery, etc.											55.6	7.7	59.6	7.8	61.9	7.6	61.2	7.1	64.1	6.8
Footwear											13.0	1.8	14.3	1.9	13.7	1.7	14.2	1.6	15.0	1.6
Leather, sports and fancy goods and toys											46.3	6.4	45.9	6.0	46.8	5.7	46.5	5.4	52.4	5.6
Jewellery, watches and clocks, etc.	113.0	38.3	112.7	35.4	126.8	35.6	138.0	36.3	155.5	36.4	27.6	3.8	29.5	3.9	33.4	4.1	34.4	4.0	36.8	3.9
Drugs, toilet preparations, etc.											145.8	20.1	150.4	19.8	164.4	20.1	167.1	19.4	187.9	20.0
Photographic goods, perambulators and other new and second-hand goods											32.0	4.4	36.5	4.8	43.1	5.3	43.2	5.0	49.6	5.3
All other receipts											13.7	1.9	13.0	1.7	13.0	1.6	17.0	2.0	17.1	1.8
Total	294.9	100.0	318.2	100.0	355.8	100.0	380.2	100.0	426.8	100.0	724.5	100.0	760.0	100.0	818.3	100.0	859.7	100.0	939.2	100.0

(*continued on next page*)

TURNOVER OF LARGE RETAILERS
continued

TABLE 1 (*continued*)

Commodity	Department Stores										General Mail-Order Houses									
	1966		1967		1968		1969		1970		1966		1967		1968		1969		1970	
	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%
Food	32.1	6.9	35.0	7.0	40.3	7.5	44.4	7.9	49.8	8.1	2.9	0.8	3.1	0.8	3.3	0.8	3.2	0.7	3.0	0.6
Alcoholic drink	2.4	0.5	3.3	0.7	4.0	0.7	4.6	0.8	5.0	0.8	4.1	1.1	4.0	1.0	3.6	0.9	3.8	0.9	3.3	0.7
Cigarettes and tobacco	3.6	0.8	3.8	0.8	4.7	0.9	6.9	1.2	8.1	1.3	0.6	0.2	1.2	0.3	1.3	0.3	1.5	0.3	1.5	0.3
Newspapers, books and stationery	9.4	2.0	10.2	2.0	11.1	2.1	12.1	2.1	13.1	2.1	0.6	0.2	1.1	0.3	1.2	0.3	1.3	0.3	1.0	0.2
Hardware, soap, etc.	32.8	7.1	34.4	6.9	38.9	7.3	40.0	7.1	41.3	6.7	33.1	9.1	32.0	8.4	34.3	8.3	35.0	8.0	37.7	8.1
Electrical appliances, records, etc.	19.9	4.3	25.1	5.0	28.5	5.3	29.1	5.1	35.6	5.8	27.7	7.6	30.6	8.0	31.2	7.5	33.6	7.7	37.6	8.1
Furniture, furnishings and floor coverings	90.3	19.4	96.1	19.2	101.1	18.9	105.5	18.7	117.2	19.0	61.7	17.0	68.5	17.9	74.3	18.0	76.3	17.5	75.3	16.1
Men's and boys' wear	36.3	7.8	37.6	7.5	39.0	7.3	40.4	7.1	44.7	7.3	41.7	11.5	42.4	11.1	46.0	11.1	50.0	11.5	56.9	12.2
Women's, girls' and children's wear, drapery, etc.	150.5	32.4	157.0	31.4	164.1	30.6	169.3	30.0	179.2	29.1	107.5	29.6	110.5	28.9	117.6	28.4	124.3	28.6	141.0	30.2
Footwear	14.7	3.2	15.8	3.2	16.6	3.1	17.1	3.0	18.2	3.0	36.1	10.0	38.0	10.0	40.2	9.7	43.6	10.0	46.3	9.9
Leather, sports and fancy goods, and toys	22.0	4.7	24.9	5.0	26.9	5.0	27.8	4.9	28.9	4.7	23.9	6.6	24.4	6.4	30.5	7.4	32.5	7.5	33.5	7.2
Jewellery, watches and clocks, etc.	8.0	1.7	7.4	1.5	7.9	1.5	8.6	1.5	9.4	1.5	11.0	3.0	11.7	3.1	13.2	3.2	13.4	3.1	15.6	3.3
Drugs, toilet preparations, etc.	15.5	3.3	17.1	3.4	19.7	3.7	22.3	3.9	23.3	3.8	0.9	0.2	1.4	0.4	1.3	0.3	1.8	0.4	1.8	0.4
Photographic goods, perambulators and other new and second-hand goods	5.5	1.2	6.2	1.2	6.1	1.1	8.6	1.5	11.7	1.9	9.1	2.5	11.6	3.0	13.2	3.2	12.5	2.9	9.3	2.0
All other receipts	21.9	4.7	25.7	5.1	26.8	5.0	28.0	5.0	29.9	4.9	1.7	0.5	2.3	0.6	2.3	0.6	2.3	0.5	2.7	0.6
Total	464.9	100.0	499.6	100.0	535.7	100.0	564.7	100.0	615.5	100.0	362.6	100.0	382.8	100.0	413.5	100.0	435.1	100.0	466.6	100.0

(1) The proportions of total turnover which have been estimated because of non-response are:

Percentage

	1967	1968	1969	1970
Retail co-operative societies	2.0	0.5	—	1.0
Grocers	1.7	5.7	0.2	2.2
Other food shops	2.5	6.1	1.3	9.1
Clothing and footwear shops	1.5	0.7	1.4	2.2
Durable goods shops	2.6	9.1	6.1	6.1
Other non-food shops	0.7	1.6	1.9	2.1
Department stores	0.2	—	2.0	2.8
General mail-order houses	2.0	0.5	—	—
Total: All kinds of business	1.4	2.7	1.2	2.6

(2) The figures for durable goods shops include, in 'all other receipts', the following receipts for radio and television rental specialists:

£ million

1966	1967	1968	1969	1970
93.0	94.2	104.2	111.8	124.5

TABLE 2. COMMODITY ANALYSIS OF THE TURNOVER OF LARGE RETAIL ORGANISATIONS
All kinds of business: Index of sales (at current prices) by commodity **1966 = 100**

	1966 £ million	1967 Index	1968 Index	1969 Index	1970 Index
Food	1,844.5	106.8	114.6	123.2	132.1
Alcoholic drink	115.1	117.1	129.5	162.6	196.0
Cigarettes and tobacco	188.2	101.1	118.3	150.5	153.9
Newspapers, books and stationery	85.5	110.1	120.7	131.0	142.0
Hardware, soap, etc.	212.5	101.9	106.0	104.9	114.8
Electrical appliances, records, etc.	161.5	116.2	128.0	137.5	161.5
Furniture, furnishings and floor coverings	357.4	105.9	112.4	115.8	124.1
Men's and boys' wear	329.1	103.8	112.0	121.8	132.9
Women's, girls' and children's wear, drapery, etc.	686.2	102.9	109.8	117.2	129.0
Footwear	246.3	102.7	105.6	116.4	126.8
Leather, sports and fancy goods and toys	108.0	103.7	115.0	120.6	129.2
Jewellery, watches and clocks, etc.	50.6	104.7	116.6	119.8	131.4
Drugs, toilet preparations, etc.	200.4	103.0	110.9	115.3	129.2
Photographic goods, perambulators and other new and second-hand goods	100.6	103.6	114.2	114.3	122.6
All other receipts	165.5	103.3	112.1	121.6	133.5
Total	4,851.4	105.5	113.6	122.5	133.3

TABLE 3. ANALYSIS OF THE TURNOVER OF LARGE RETAIL ORGANISATIONS

Index of sales (at current prices) by kind of business **1966 = 100**

	1966 £ million	1967 Index	1968 Index	1969 Index	1970 Index
Retail co-operative societies	916.9	97.6	100.5	105.9	110.5
Grocers	954.4	111.6	123.3	137.9	152.2
Other food shops	321.5	107.8	115.7	126.7	134.5
Clothing and footwear shops	813.6	104.8	112.9	124.2	137.6
Durable goods shops	294.9	107.9	120.6	129.0	144.7
Other non-food shops	724.5	104.9	112.9	118.7	129.6
Department stores	464.9	107.5	115.2	121.5	132.4
General mail-order houses	362.6	105.6	114.0	120.0	128.7
Total: All kinds of business	4,851.4	105.5	113.6	122.5	133.3

TABLE. 4 TURNOVER OF LARGE RETAIL ORGANISATIONS AS A PERCENTAGE OF ALL RETAILERS[1]

	Large retail organisations as percentages of all retailers
Kind of business	
Retail co-operative societies	84
Grocers	40
Other food shops	17
Clothing and footwear shops	48
Durable goods shops	22
Other non-food shops	30
Department stores	85
General mail-order houses	95
Total: All kinds of business	42
Commodity	
Food	40
Alcoholic drink	47
Cigarettes and tobacco	20
Newspapers, books and stationery	25
Hardware, soap, etc.	40
Electrical appliances, records, etc.	42
Furniture, furnishing and floor coverings	48
Men's and boys' wear	56
Women's, girls' and children's wear, drapery, etc.	58
Footwear	69
Leather, sports and fancy goods and toys	42
Jewellery, watches and clocks, etc.	35
Drugs and toilet preparations, etc.	43
Photographic goods, perambulators and other new and second-hand goods	25
All other receipts	36
Total	42

[1]The estimates for the large retail organisations which are included in the statistics are based on the 1968 edition of the Standard Industrial Classification, while the corresponding information for all retailers is based on the 1958 edition. In this context, the principal changes between the 1957 and 1968 classifications were the transfer of some bakers and some dairymen (which appear within 'other food shops') from the distributive trader to manufacturing. The effect of the changes, however, on the percentages shown above is relatively small.

RETAIL TRADES

Retailers' stocks in October

THE value of stocks at current prices held by retailers at the end of October showed an increase of 8 per cent over the corresponding month last year; at constant prices there was an increase of 2 per cent. These changes are much in line with the average increases over recent months.

LEVEL OF RETAILERS' STOCKS

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	152	158	157	169	183	159
1970	150	152	162	164	164	164	158	165	163	177	196	169
1971	N.A.	N.A.	174	175	179	181	169	176	178	193	210	186
1972	174	179	192	192	194	195	180	190	189	207		
1969	*6*	*8*	*8*	*6*	*6*	*7*	*8*	*8*	*7*	*8*	*9*	*7*
1970	*6*	*4*	*2*	*4*	*2*	*3*	*4*	*4*	*4*	*5*	*8*	*6*
1971	*N.A.*	*N.A.*	*7*	*7*	*9*	*10*	*7*	*7*	*9*	*9*	*7*	*10*
1972	*N.A.*	*N.A.*	*11*	*10*	*8*	*8*	*7*	*8*	*6*	*8*		
At constant (December 1960) prices:												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	120	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	134	144	125
1970	117	119	126	126	126	125	119	124	122	131	145	124
1971	N.A.	N.A.	124	123	125	126	118	122	123	133	144	127
1972	118	120	129	129	130	130	120	126	124	135		
1969	*1*	*2*	*2*	*2*	*2*	*3*	*3*	*3*	*3*	*3*	*3*	*2*
1970	*1*	*–*	*–3*	*–1*	*–3*	*–2*	*–2*	*–2*	*–2*	*–2*	*1*	*–1*
1971	*N.A.*	*N.A.*	*–1*	*–2*	*–*	*1*	*–2*	*–2*	*1*	*1*	*–*	*3*
1972	*N.A.*	*N.A.*	*4*	*5*	*3*	*3*	*2*	*4*	*1*	*2*		

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1972, but any later changes known to have come into operation are shown.

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Census of Production for 1971: provisional results

THE following table gives provisional results of the Census of Production for 1971 which are presented in a Business Monitor (C200) available from HM Stationery Office price 43p. The Business Monitor gives information on other items including total sales of goods produced and work done, the cost of purchases, the breakdown of employment and wages and salaries between operatives and other workers, and details of capital expenditure and stocks. In the Monitor the information is analysed by 154 census industries which constitute the 19 Orders of the Standard Industrial Classification, revised 1968 (SIC) shown here.

The Census for 1971 is the second of the new series of annual censuses of production conducted by the Business Statistics Office (BSO). The censuses together with quarterly inquiries into sales of products and less frequent inquiries into additional subjects, including details of purchases of inputs by industry, form the new integrated system of industrial statistics being introduced by the Government Statistical Service. The annual censuses provide the statistics necessary for the economic analysis of industrial structure.

Coverage

The censuses for 1970 and 1971 covered establishments in Great Britain engaged in manufacturing, mining and quarrying, electricity, gas and water supply (Orders II-XIX and XXI of the SIC). The Ministry of Commerce, Northern Ireland, have provided data for industries other than mining and quarrying and this has been incorporated in the table which thus relates to the United Kingdom. Generally census returns were required from establishments employing on average 25 or more persons during the census year but in industries where small firms made an important contribution to output the coverage was extended to establishments with 11 or more employees.

Response

The forms for the 1971 Census were despatched at the beginning of 1972 and reminders were sent out in April, July and August. The estimates in the table are based on questionnaires received at the BSO up to October 12. These are estimated to cover 75 per cent of employment in manufacturing industries. The response for each Order is indicated in the table. The response rates, however, reflect a degree of estimation because average employment of non-respondents in 1971 has itself been estimated.

Results

The figures in the table include estimates for unsatisfactory returns, non-response and small establishments and are therefore for all establishments in each industry. Final results of the 1971 Census, including analyses by size of establishment and by region, will appear in some 150 separate industry reports which will be published in the second half of 1973. Publication of the final results for the 1970 Census begins this month.

Comparison between 1970 and 1971

The table gives comparable data for the Censuses for 1970 and 1971. The results for 1970 are also provisional and may be subject to revision in the final industry reports.

OUTPUT, EMPLOYMENT AND CAPITAL EXPENDITURE 1970 AND 1971

All United Kingdom establishments classified to mining, manufacturing, gas, electricity and water

Standard industrial classification (a)		GROSS OUTPUT £ million		NET OUTPUT £ million		Total employment (including working proprietors) Thousand		Net Output per head £		Total Net Capital Expenditure (b) £ million		% response
		1970	1971	1970	1971	1970	1971	1970	1971	1970	1971	1971
Order III	Food, drink and tobacco	8,604.3	9,441.7	2,241.2	2,556.1	773.3	768.4	2,898	3,327	225.2	231.0	74
Order IV	Coal and petroleum products	1,264.5	1,544.6	230.0	255.4	36.7	37.5	6,267	6,811	82.9	112.9	88
Order V	Chemicals and allied industries	3,777.9	3,927.3	1,641.7	1,736.5	409.6	395.4	4,008	4,392	380.2	311.6	79
Order VI	Metal manufacture	4,333.1	3,952.5	1,451.4	1,306.7	578.3	555.7	2,510	2,351	202.9	262.4	88
Order VII	Mechanical engineering	4,918.2	5,391.6	2,401.0	2,600.6	1,012.0	1,006.1	2,373	2,584	156.4	149.4	72
Order VIII	Instrument engineering	639.4	686.7	340.4	363.9	171.6	168.0	1,984	2,166	23.2	23.7	76
Order IX	Electrical engineering	3,616.2	3,747.1	1,641.7	1,743.7	779.5	744.2	2,106	2,343	113.9	109.3	75
Order X	Shipbuilding and marine engineering	606.8	696.4	301.9	341.0	181.4	181.3	1,664	1,881	29.2	30.2	75
Order XI	Vehicles	4,727.8	5,015.7	1,677.5	1,736.1	799.9	783.6	2,097	2,216	195.5	124.9	90
Order XII	Metal goods not elsewhere specified	2,638.8	2,764.7	1,153.0	1,259.5	560.1	546.1	2,058	2,306	101.7	98.8	70
Order XIII	Textiles	2,762.0	2,941.4	1,084.0	1,175.9	623.2	602.8	1,739	1,960	128.0	119.3	76
Order XIV	Leather, leather goods and fur	217.9	236.2	82.0	91.3	47.0	45.6	1,745	2,002	5.0	5.4	59
Order XV	Clothing and footwear	1,193.1	1,319.0	551.0	615.3	434.3	432.8	1,269	1,421	20.7	17.9	68
Order XVI	Bricks, pottery, glass, cement, etc.	1,301.9	1,584.7	667.9	836.2	288.2	286.5	2,317	2,919	91.7	92.3	80
Order XVII	Timber, furniture, etc.	1,298.9	1,488.5	530.0	624.9	258.8	258.7	2,048	2,416	29.2	36.7	51
Order XVIII	Paper, printing and publishing	2,916.6	3,138.0	1,487.3	1,606.4	607.5	592.0	2,448	2,712	129.6	118.3	72
Order XIX	Other manufacturing industries	1,487.4	1,606.7	739.9	804.6	332.0	325.2	2,229	2,474	82.1	98.1	68
Orders III to XIX	ALL MANUFACTURING INDUSTRIES	46,304.8	49,482.8	18,221.9	19,654.1	7,893.4	7,729.9	2,308	2,543	1,997.4	1,942.2	75
Orders II and XXI	NON-MANUFACTURING INDUSTRIES	3,981.0	4,390.9	2,255.9	2,690.2	763.0	745.9	2,825	3,607	982.7	935.6	96
Order II	Mining and quarrying(c)	1,175.4	1,192.6	790.1	793.1	383.9	379.4	2,058	2,090	135.7	188.1	96
Order XXI	Gas, electricity and water	2,805.6	3,198.3	1,465.8	1,897.1	379.1	366.5	3,867	5,176	847.0	747.5	97
Orders II to XIX and XXI	ALL CENSUS INDUSTRIES	50,285.8	53,873.7	20,477.8	22,344.3	8,656.4	8,475.8	2,365	2,636	2,980.1	2,877.8	77

(a) References are to the Standard Industrial Classification (revised 1968).
(b) New building work and acquisitions less disposals of land and existing buildings, plant and machinery and vehicles.
(c) Great Britain only.

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Definitions and notes

Employment relates to the average number of persons employed during the year.

Gross output measures the total value of production (including work done) by establishments during the year. It is calculated as follows:

	Value of sales and work done
Plus/Less:	Increase/decrease in value of stocks of goods on hand for sale
Plus/Less:	Increase/decrease in value of work in progress
	= Gross output.

Net output represents the value added to materials by the process of production (including the margin on selling any merchanted or factored goods). It is calculated as follows:

	Gross output
Less:	Purchases adjusted for change in value of stocks of fuel and raw materials
Less:	Payments for work given out to other establishments
Less:	Payments for transport
Less:	Net amount of any duties, subsidies, allowances and levies payable
	= Net output.

Figures in the table have, where necessary, been rounded to the nearest final digit; there may, therefore, be apparent slight discrepancies between the sums of the constituent items and the totals shown.

Further notes and definitions are given in Business Monitor C200.

Inquiries about the Census of Production for 1971 should be made to the Business Statistics Office, Cardiff Road, Newport, Mon. NPT 1XG. Tel. 0633-56111 ext. 2455.

MAN-MADE FIBRES

Production of man-made fibres in October

IN the three months ended October 1972 the volume of production of man-made fibres, seasonally adjusted, was estimated to have been 7 per cent more than in the three months ended July 1972. Total production by weight of man-made fibres in October was 7 per cent higher than in October 1971 with output of continuous filament 9 per cent more and staple fibre 5 per cent more.

MAN-MADE FIBRE PRODUCTION

Thousand metric tons (†)

	Total	Continuous filament (singles)	Staple fibre
1964	374.3	171.5	202.8
1965	391.0	179.8	211.2
1966	399.9	186.6	213.3
1967	433.2	198.9	234.4
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1971 1st quarter	157.2	72.1	85.1
2nd quarter	153.2	69.5	83.7
3rd quarter	147.8	66.3	81.5
4th quarter	154.8	68.5	86.4
1972 1st quarter	145.7	59.6	86.2
2nd quarter	161.9	65.8	96.0
3rd quarter	149.8	63.1	86.7
1971 July	51.6	22.8	28.8
August	45.4	20.4	25.0
September	50.8	23.0	27.8
October	52.4	23.6	28.8
1972 January	48.0	22.6	25.3
February	45.2	17.1	28.1
March	52.6	19.8	32.7
April	52.3	20.3	32.0
May	56.4	22.9	33.5
June	53.2	22.7	30.5
July	51.0	20.6	30.4
August	48.5	20.2	28.3
September	50.3	22.3	28.0
October	56.1	25.8	30.3

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis: previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

INDEX OF THE VOLUME OF PRODUCTION OF MAN-MADE FIBRES 1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213
1970	238
1971	252

	Actual	Seasonally adjusted
1971 1st quarter	263	252
2nd quarter	253	244
3rd quarter	241	257
4th quarter	250	254
1972 1st quarter	241	231
2nd quarter	262	254
3rd quarter	243	258
1971 July	244	252
August	224	255
September	256	263
October	250	257
1972 January	250	243
February	230	218
March	243	234
April	253	240
May	265	254
June	267	267
July	237	244
August	232	264
September	260	267
October	277	284

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1971, and may be subject to slight revision when the complete figures for 1972 are incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

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SCT

Orders and deliveries

In the three months ended September 1972 net new orders received by the textile industry were provisionally estimated to have been 9 per cent more than in the three months ended June 1972: deliveries were 4 per cent more. Orders-on-hand at the end of September were 3 per cent more than at the end of June. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
1971	126		113		113	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1970 1st quarter	137	132	118	113	114	114
2nd quarter	130	129	109	110	117	114
3rd quarter	127	131	102	116	105	114
4th quarter	125	125	119	110	121	115
1971 1st quarter	123	118	113	106	114	113
2nd quarter	126	124	115	116	112	110
3rd quarter	117	120	95	110	104	114
4th quarter	126	126	129	120	120	114
1972 1st quarter	132	125	117	110	110	111
2nd quarter	129	123	119	120	121	122
3rd quarter p	125	127	113	131	118	127
1971 May	126	123	120	122	119	118
June	126	124	113	113	111	109
July	119	119	76	101	98	115
August	118	120	94	118	99	115
September	117	120	115	110	116	112
October	118	119	129	116	125	117
November	120	118	133	110	127	116
December	126	126	126	135	108	108
1972 January	129	126	121	119	111	118
February	129	125	103	97	104	101
March	132	125	126	114	116	115
April	129	123	110	112	117	120
May	130	123	124	127	123	125
June	129	123	123	121	124	121
July	127	127	104	139	110	125
August	123	127	97 r	125	110	126
September p	125	127	137	129	133	130

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587).

Made-up clothing: orders and deliveries

In the three months ended September 1972 net new orders received by the clothing industry were provisionally estimated to have been 2 per cent more than in the three months ended June 1972; deliveries were also 3 per cent higher. Order books at the end of September were 4 per cent higher than at the end of June. These comparisons are based on the seasonally adjusted series in the accompanying table.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970	155		112		111	
1971	184		120		116	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1970 1st quarter	140	149	109	114	110	110
2nd quarter	151	142	115	106	109	110
3rd quarter	142	151	105	115	110	110
4th quarter	155	155	121	115	114	112
1971 1st quarter	153	169	118	121	119	116
2nd quarter	184	183	130	123	113	116
3rd quarter	161	176	102	112	115	116
4th quarter	184	184	131	121	118	118
1972 1st quarter	169	179	111	116	119	118
2nd quarter	194	188	131	123	117	118
3rd quarter p	178	195	112	125	120	121
1971 May	182	183	165	143	116	121
June	184	183	111	109	107	108
July	174	177	94	106	111	116
August	160	173	81	109	104	116
September	161	176	132	121	130	115
October	167	176	143	119	133	119
November	185	180	153	123	124	117
December	184	184	96	123	99	117
1972 January	179	178	102	116	110	124
February	173	178	109	110	118	110
March	169	179	122	121	128	119
April	174	185	131	129	122	120
May	202	197	159	137	113	118
June	194	188	103	101	115	116
July	179	178	93	106	118	123
August	183	197	113	151	108	120
September p	178	195	128	118	135	120

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Sales and orders in the engineering industries (SIC orders VII, VIII and IX)

General

THIS is the third publication of statistics derived from a revised inquiry and it includes estimates of trend in addition to the usual seasonal adjusted indices.

The final figures for the previous inquiry under the heading of 'deliveries and orders in the engineering industries' were published in *Trade and Industry* on May 4, 1972. The new inquiry and its relationship to the old inquiry and the range of new quarterly inquiries which form the backbone of the new system of official industrial statistics were outlined in an article in *Trade and Industry* for May 11, 1972.

The new revised inquiry is directed to establishments classified to mechanical and instrument engineering (SIC Orders VII and VIII) with over 100 employees and to establishments classified to electrical engineering (SIC Order IX) with over 200 employees. As with the preceding inquiry, the questionnaire only asks for values of total and export sales and orders-on-hand, although the concept of 'sales' used is defined to cover a broader range of activities than the concept of 'deliveries' used in the previous inquiry.

The new inquiry began with respect to the period of January 1972. The appreciable differences between it and the preceding inquiry prevent the indices derived from it being regarded as extensions of the old series. However, data from the old inquiry have been reworked to produce a provisional back series on the new basis back to mid-1970.

Response to the new inquiry has been good in most sectors although some difficulties have been experienced with respondents having to become accustomed to the slightly changed requirements of the new returns. For August, the latest month published, there were returns of 62 per cent of the employment covered by the cut-off sample used.

As a consequence of the improved response for past periods covered by the new inquiry—the comparable figure for the response rate of 78 per cent quoted for June last month is currently 89 per cent—there have been some significant revisions to certain of the series for the months up to June 1972, particularly those of net new orders. However, the broad movements in trend shown by the statistics for the second half of last year and the early months of 1972 remain largely as reported earlier. It should be noted that the new inquiry results are still not complete and some further revisions to data for the first half of 1972 and associated revisions to data in the second half of 1971 will continue to be necessary on this count.

Full publication is in a new series of Business Monitor, P113 'Engineering (Volumes of Sales and Orders)' obtainable from

(*continued on next page*)

INDEX NUMBERS FOR THE ENGINEERING INDUSTRIES (SIC ORDERS VII, VIII and IX) (a)

Base

Sales and net new orders, 1963 average monthly sales = 100
Orders on hand, December 1963 unadjusted = 100

Volume of orders and sales

Trend estimates	Total			Home			Export		
	Orders on hand (end of period)	Net new orders	Sales	Orders on hand (end of period)	Net new orders	Sales	Orders on hand (end of period)	Net new orders	Sales
1971 February	119	135	142	101	139	141	173	125	145
May	118	137	136	101	132	132	171	146	146
August	119	139	136	100	131	132	177	160	147
1971 October	120	144	140	102	139	137	178	158	150
November	120	144	141	103	141	138	177	153	151
December	120	142	141	104	140	138	175	140	150
1972 January	120	139	141	104	138	138	173	144	149
February	119	136	140	104	134	138	172	142	147
March	119	134	139	103	132	138	172	140	145
April	118	133	139	103	132	137	171	138	142
May	117	134	138	102	134	137	171	137	140
June	117	137	138	102	137	138	171	137	139
July	117	139	138	102	140	138	170	136	137
August	117	143	139	102	145	140	171	137	136
Percentage increase May to August 1972 (c)	0.0	6.5	0.5	0.0	8.5	1.5	0.0	0.5	−3.0
Seasonally adjusted									
1971 1st quarter	118	139	146	101	140	147	172	137	144
2nd quarter	118	128	134	101	127	130	171	132	146
3rd quarter	120	144	137	100	132	133	182	175	148
4th quarter	119	141	140	104	141	137	172	141	151
1972 1st quarter	118	136	140	103	134	138	170	142	146
2nd quarter	117	139	140	102	137	139	170	143	141
1971 July	119	147	132	101	131	126	175	187	148
August	119	145	141	101	138	137	177	163	150
September	120	141	138	100	128	134	182	175	147
October	120	142	138	101	144	137	181	138	140
November	119	134	143	104	137	137	171	131	160
December	119	146	140	104	143	136	172	154	152
1972 January	122	164	146	106	156	144	177	185	149
February	120	127	140	104	127	138	174	127	146
March	118	117	135	103	118	132	170	113	144
April	117	133	137	102	129	138	171	144	136
May	117	141	142	102	139	139	170	146	150
June	117	142	139	102	143	140	170	138	131
July	118	135	132	102	131	132	172	146	138
August	118	144	143	103	152	145	170	122	139
March -May 1972 (av.)	117	130	138	102	129	136	170	134	143
June-August 1972 (av.)	118	140	138	103	142	139	170	135	136
Percentage increase (b)(c)	0.5	7.5	0.0	1.0	10.0	1.5	0.0	0.5	−5.0

(a) All figures are provisional; see introductory notes.
(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period.
(c) The percentage changes have been based on unrounded values and are given to the nearest half percentage point for statistical convenience.

HMSO, PO Box 569, London SE1 9NH post free for a subscription of £1 per annum. Volume indices will be given for sales, orders-on-hand and net new orders, each for total, home and export, at SIC Order level (mechanical engineering—SIC Order VII, instrument engineering—SIC Order VIII and electrical engineering—SIC Order IX) as well as at the combined level for the engineering industries as a whole. The shorter note in *Trade and Industry*, however, will not show the separate tables for the three main engineering groups but will continue to carry a summary of the situation which will consist of the table for the combined SIC Orders VII, VIII and IX together with a short commentary.

Description of statistics

Although the table below consists of nine columns of indices, it should be noted that these are derived from only four independent series: these are the indices of sales and orders-on-hand for the home and export sectors.

To assist in interpretation, the statistics are published both in seasonally adjusted form and as trend estimates. The adjustments for seasonal factors reduces the effects of annually recurring influences on the four independent series and hence on the further five derived series on the table. The seasonally adjusted series still reflect the effects of factors that do not recur regularly. Seasonal patterns may change and therefore the seasonal factors are reviewed annually.

Care should be taken not to interpret changes between one month and another of the seasonally adjusted indices as necessarily indicating the underlying trend. Owing to some variability in the seasonally adjusted monthly figures, especially those of sales and net new orders, the average in the latest three months and in the previous three months give a more reliable guide to recent changes.

The trend estimates, shown in the top half of the table, are derived by smoothing the seasonally adjusted series in order to provide an indication of the underlying movements of the statistics. It should be noted that the six most recent trend estimates are less definitive estimates of trend than those of earlier months and are subject to successive revision as estimates for each new month become available until the estimate is six months old.

Commentary

In drawing inferences from the data presented in the table below, it should be noted that not only are the current data provisional but, for reasons given in the Business Monitor, P113, so are the back series provided. Furthermore, the early part of 1972 was unusual owing to the miners' strike with its effects on power supplies and industry.

In the combined engineering industries—embracing mechanical, instrument and electrical engineering—the trend shows an appreciable upturn in net new orders for the home market. This rise is also reflected in the three-monthly comparisons shown on the bottom line of the table which, in addition, confirm the lack of growth in export net new orders. However, there has been a marginal increase in the trend of total sales whilst orders-on-hand has remained practically unchanged. Within the almost level trend of total sales there has been some upward movement in the home market off-set by a further decline in exports.

Metal-working machine tools in the first quarter of 1972

THE first quarter figures for manufacturers' sales of and new orders received for metal-working machine tools are shortly to be published in Business Monitor P64, together with revised figures for the fourth quarter of last year which were first published in *Trade and Industry* on August 31. The two quarters figures are obtained from an inquiry which is part of the new system of industrial statistics and has a more complete coverage than the former quarterly survey.

New and former inquiries: key comparisons

The key comparisons between the new and former inquiries for the fourth quarter of 1971 have been revised following the receipt of further information in the new inquiry and are shown in Tables 1 and 2 below together with the results for the first quarter of this year. The response to the new inquiry, including some small degree of estimation for establishments which submitted returns in either the fourth or first quarters is estimated to be almost 100 per cent of all firms within the scope of the inquiry in terms of employment. The differences between the two inquiries were described in the earlier article introducing the new series on August 31.

The latest information

The small fall in sales of metal-working machine tools in the first quarter compared with the fourth quarter of 1971 was more than accounted for by falling exports, while home sales experienced a small rise. Both home and export markets showed increases in new orders received. However, the first quarter figurers are still provisional and are not adjusted for seasonal variation so that the apparent increases do not yet indicate rising trends.

Information so far available for the second and third quarters of this year indicates that home sales and new orders received fell back in the second quarter but grew strongly in the third. Only part of the rise in new home orders can be attributed to the government scheme authorising the spending of £16 million by the public sector on machine tools and to the International Machine Tool Exhibition in June. Export sales appear to have continued to decline in the third quarter but new orders received for export markets now seem to be on an upward trend.

Inquiries

Copies of the Business Monitor, reference P64, are available on subscription of £1.00 per annum (including postage) from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Inquiries about the contents of this and further articles on machine tools should be addressed to Department of Trade and Industry, Room 606, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, Tel 01-799 5688 ext 46

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TABLE 1. SALES AND DELIVERIES BY MAIN CLASSES OF MACHINE TOOLS

£ thousand

	Deliveries (old basis)		Sales (new basis)			
	4th quarter 1971 Total	Export	4th quarter 1971 Total	Export	1st quarter 1972 Total	Export
Numerically controlled machine tools	4,096 (a)	2,013 (a)	4,206	1,967	2,917	1,078
Non NC metal-cutting machine tools	27,933*	12,886*	30,258 r (a)	12,879 r (a)	31,913 (a)	11,967 (a)
Sub-total metal cutting	32,029*	14,899*	34,464 r	14,846 r	34,830	13,045
Non NC metal-forming machine tools	11,556	4,439	12,497 r	5,194 r	10,844	4,539
Total metal-working machine tools	43,585*	19,338*	46,961 r	20,040 r	45,674	17,584
Physico/chemical process machines (b)	[509] included in figs marked * above	[310] included in figs marked * above	6,547 r		9,773	..
Reconditioned and rebuilt machines, waste products and work done	..	..	1,275 r		1,514	
Total sales of principal products of MLH 332 (metal-working machine tools) and work done	..	..	54,783 r		56,961	

Source: Business Monitor P64.
(a) Parts for NC machine tools (valued at £763,000 for total and £278,000 for export deliveries) are included in the values of deliveries of these machines on the former basis but are included with other spares in value of sales of non-NC metal-cutting machines on the new basis.
(b) The value for the full range of physico/chemical process machines is available on the new basis only.
.. not available.
r revised

TABLE 2. NEW ORDERS FOR MACHINE TOOLS

£ thousand

	Net new orders (derived on old basis)		New orders received net of cancellations (new basis)			
	4th quarter 1971 Total	Export	4th quarter 1971 Total	Export	1st quarter 1972 Total	Export
Numerically controlled machine tools	2,606 (a)	1,328 (a)	2,991 r	1,687 r	2,582	1,322
Non NC metal-cutting machine tools	..	..	23,276 r	7,864 r (b)	25,967	9,045 (b)
Sub-total metal-cutting	23,788	9,541	26,267 r	9,551 r (b)	28,549	10,367 (b)
Non-NC metal-forming machine tools	7,720	3,087	9,551 r	3,086 r (b)	9,572	3,667
Total metal-working machine tools	31,509	12,628	35,818 r	14,872 r (c)	38,121	15,985 (c)

Source: Business Monitor P64.
(a) Orders for numerically controlled machine tools collected on the old basis were not specifically net of cancellations and hence were not wholly comparable with the derived figures for net new orders on the old basis shown against the other headings.
(b) Totals thus marked exclude figures for certain categories of machine tools which are not available for publication, and these figures are therefore not strictly comparable.
(c) Total includes non-NC cutting and forming machine tools not distinguished by type.
.. not available.
r revised

TABLE 3. ORDERS AND DELIVERIES: SUMMARY (a)

£'million

	Deliveries			Orders outstanding (end period)			Net new orders (b)		
Statistics on former basis	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966	149.1	105.6	43.5	100.6	71.1	29.5	145.5	101.3	44.2
1967	155.6	109.9	45.7	91.7	49.5	42.2	145.7	87.6	58.1
1968	153.1	99.9	53.2	105.5	56.4	49.1	166.9	106.7	60.2
1969	171.9	104.3	67.6	149.3	84.8	64.5	215.7	132.7	83.0
1970	198.7	120.2	78.5	149.2	76.5	72.7	198.5	111.8	86.7
1971	189.0	105.6	83.4	96.3	42 3	54.1	136.1	71.4	64.7
Percentage change 1970 to 1971	−5	−12	+6	−35	−45	−26	−31	−36	−25
1970 4th quarter	50.0	28.7	21.3	149.2	76.5	72.7	42.9	22.1	20.8
1971 1st quarter	55.6	31.4	24.2	132.3	64.9	67.4	38.7	19.9	18.8
2nd quarter	44.8	25.3	19.6	120.9	56.5	64.4	33.5	16.9	16.6
3rd quarter	45.0	24.7	20.3	108.4	47.6	60.8	32.5	15.8	16.7
4th quarter	43.6	24.3	19.3	96.3	42.3	54.1	31.5	18.9	12.6
	Sales			Orders outstanding (c)			New orders received Net of cancellations		
Statistics on new basis	Total	Home	Export	Total	Home	Export	Total	Home	Export
1971 4th quarter	47.0	27.0	20.0	..	..	..	35.8	20.9	14.9
1972 1st quarter	45.7	28.1	17.6	..	..	..	38.1	22.1	16.0

(a) Provisional figures for the first seven months of 1972 continuing the statistics on the former basis have already been published in Business Monitor P64 issued in November 1972. These estimates were derived from the new monthly engineering inquiry and will continue to be published until a run of the new quarterly statistics introduced in this article becomes available with a suitably converted run of past figures to assist in assessing the latest trend.
(b) Net new orders on the former basis were derived from deliveries and the changes in orders on hand during the period.
(c) Details of orders on hand have not been collected in the new quarterly inquiry but this information is being compiled on a monthly basis for the larger establishments (those firms with over 100 employees) from the new comprehensive engineering inquiry.
r revised

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

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Monthly at £1 each a year post free:
- Instalment credit business of finance houses for October
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A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Gt. Peter Street, London SW1P 3LW.

New Business Monitor for pumps, valves, compressors and fluid power equipment

THE first results of a new quarterly statistical inquiry into manufacturers' sales of pumps, valves, compressors and fluid power equipment has now been published. The results, which are for the first and second quarters of 1972, are published in the Business Monitor series.

The inquiry was started after consultation with industry and is designed as a part of the new system of industrial statistics which is being developed by the Government Statistical Service. As well as meeting official statistical requirements, the inquiry will also provide private industry with detailed sales information for marketing and management purposes. As part of the Government's plan to centralise the collection of statistics from industry the inquiry is being conducted by the Business Statistics Office at Newport.

Copies of the Business Monitor reference P133 are available on subscription of 37½p per annum (including postage) from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH.

New Business Monitor for salt

THE first quarter's results of a new statistical inquiry into manufacturers' sales of salt were published in the Business Monitor Series on December 6. The figures relate to the second quarter 1972 and have been compiled from returns received from all establishments classified to Minimum List Heading 109.3 (Salt mines, brine pits, salt works) of the Standard Industrial Classification.

The inquiry was begun after detailed consultation with industry and is designed to fit into the new system of comprehensive quarterly industrial statistics being developed by the Government Statistical Service. As well as meeting official statistical inquiries the new inquiries will provide industry with considerable detailed sales information for marketing and management purposes.

There has been some delay in publishing the initial results of the new inquiry because of the need to agree the formate of the results with contributory firms, but it is hoped to speed up considerably the publication of future results. The new monitor (ref P57) is available on subscription of 37½p per year (including postage) from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, December 8, 1972
BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Alice's Adventures in Wonderland	BR/E 36512/10/12/77	101	December 6	Twentieth Century-Fox Film Co. Ltd.	Josef Shaftel Productions Ltd.
Review No. 4—26th Year	BR/E 36513/10/12/77	10	December 6	Data Film Distributors Ltd.	National Coal Board
Movietone News 2270	BR/E 36239/10/12/77	7	December 8	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2270A	BR/E 36240/10/12/77	8	December 8	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
The Great Waltz	F 36497	134	December 4	MGM-EMI Distributors Ltd.	Metro-Goldwyn-Mayer Inc.
La Rupture	F 36498	121	December 4	Connossieur Films Ltd.	Les Films Boetie, Paris
Agnus Dei	F 36499	91	December 4	Connoisseur Films Ltd.	Hungarofilm, Budapest
Out and Out Rout	F 36500	7	December 5	Columbia-Warner Distributors Ltd.	Warner Bros. Pictures Inc.
The Pest that Came to Dinner	F 36501	7	December 5	Columbia-Warner Distributors Ltd.	Warner Bros. Pictures Inc.
Stand Up and be Counted	F 36502	100	December 5	Columbia-Warner Distributors Ltd.	Frankovich Productions Inc.
To Find a Man	F 36503	94	December 5	Columbia-Warner Distributors Ltd.	Rastar Productions Inc.
Journey Back to Oz	F 36504	89	December 5	Columbia-Warner Distributors Ltd.	Filmation Associates Inc.
Daughters of Satan	F 36505	86	December 5	United Artists Corporation Ltd.	A. & S. Productions Inc.
Superbeast	F 36506	92	December 5	United Artists Corporation Ltd.	A. & S. Productions Inc.
Within and Without	F 36507	93	December 6	Doverton Films Ltd.	Roberto Scarsella, Rome
Clay Pigeon	F 36508	91	December 6	Doverton Films Ltd.	Tracom Productions
Here Comes Everybody	F 36509	100	December 6	Promotion Pictures (John Gregory) Ltd.	Artistic Lake Productions S.A., Geneva
Blood and Lace	F 36510	87	December 6	Promotion Pictures (John Gregory) Ltd.	American International Pictures
Psych-Out	F 36511	89	December 6	Promotion Pictures (John Gregory) Ltd.	American International Pictures

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Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	March 16 1972
trade by air (6M)	Sept 21 1972
Balance of payments:	
quarterly figures (Q)	Sept 21 1972
trends in invisible transactions (Q)	Sept 28 1972
Bankruptcy orders (Q)	Oct 5 1972
Business names and limited partnerships (A)	Feb 10 1972
Capital expenditure:	
distributive and service trades (A)	April 28 1971
manufacturing, distributive and service industries (Q)	Dec 7 1972
Catering trades turnover (M)	This week
Chemicals industry activity (Q)	Sept 14 1972
Companies:	
acquisitions and mergers (Q)	Nov 16 1972
new registrations:	
Gt. Britain (M)	Dec 7 1972
N. Ireland (M)	Nov 23 1972
Computers, UK market (Q)	Nov 16 1972
Construction work overseas (A)	Nov 16 1972
ECGD business (Q)	Sept 28 1972
Electronic capital equipment (Q)	Nov 23 1972
Engineering industries, sales and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	Nov 16 1972
cinema admissions and takings (M)	Nov 16 1972
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Feb 3 1972
trends in film going (A)	Aug 19 1971
Food:	
consumption levels (6M)	July 20 1972
household consumption (Q)	Nov 2 1972
Footwear industry	
production, orders and deliveries (M)	Nov 16 1972
Foreign exchange, official reserves (M)	Nov 9 1972
Foreign trade:	
EFTA (Q)	March 23 1972
industrial countries production and trade (Q)	Nov 23 1972
world exports of manufactures (A)	Sept 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	Nov 16 1972
Hire-purchase business (M)	Dec 7 1972
Industrial development certificates:	
approvals (Q)	April 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	Nov 16 1972
N. Ireland index (M)	Dec 7 1972
Wales index (Q)	Sept 28 1972
Insurance companies, investments and assets (A)	Aug 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept 23 1970
industry's investment intentions (3 times a year)	Oct 19 1972
investment and earnings overseas (A)	March 23 1972
Machine tools, deliveries and orders (Q)	This week
Man-made fibres:	
deliveries (Q)	Nov 16 1972
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estimated figures	This week
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Office development permits (Q)	Dec 7 1972
Overseas trade of the UK:	
direct exporters and credit terms (A)	April 13 1972
ECGD business (Q)	Sept 28 1972
unit value and volume index numbers (M)	Nov 16 1972
value (M)	Nov 23 1972
value, analysis of trends (Q)	Sept 7 1972
Pension funds, investments and assets (A)	Aug 10 1972
Retail prices index (M)	Nov 23 1972
Retail trades:	
sales (M)	Dec 7 1972
sales, N. Ireland (M)	Dec 7 1972
stocks (M)	This week
Royalties, overseas transactions (A)	March 30 1972
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov 2 1972
Steel consumption and stocks (Q)	Nov 16 1972
Stocks:	
distributive and service trades (A)	April 28 1971
manufacturers' and distributors' (Q)	Dec 7 1972
retail (M)	This week
Television, overseas payments and earnings (A)	Aug 5 1971
Textiles:	
activity in the industry (Q)	Oct 26 1972
cotton industry production (M)	Nov 30 1972
hosiery production (M)	Nov 23 1972
made-up clothing, orders and deliveries (M)	This week
orders and deliveries (M)	This week
wholesale houses' sales (M)	Nov 23 1972
wool exports (Q)	Sept 7 1972
wool output (M)	Nov 30 1972
Tourism:	
international (A)	Oct 28 1971
UK tourist traffic (M)	Nov 30 1972
Wholesale prices:	
average prices of selected commodities (A)	March 9 1972
index numbers (M)	Nov 23 1972

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Oct 5 1972
Business Monitor titles	Sept 21 1972
Customs notices of interest to exporters	Dec 7 1972
ECGD local offices	Nov 30 1972
Guide to DTI	Aug 31 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	Oct 19 1972
Release dates of economic statistics	Nov 23 1972

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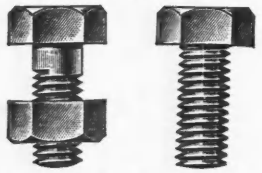

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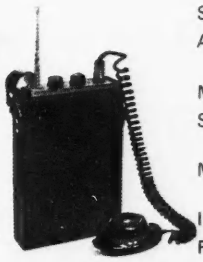

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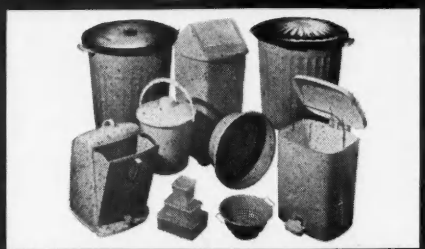

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